

# GRAIN DEALERS' JOURNAL

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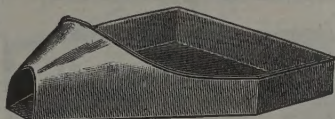
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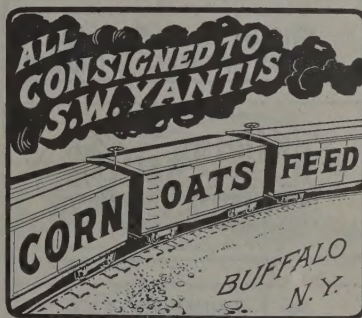


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say 9846, we know it is on the page in-  
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**BRUCE McBEAN & CO.**  
Grain Brokers

**WE BUY**  
**AND SELL**  
**MANITOBA WHEAT**

232 Grain Exchange  
Winnipeg, - - - Man.



## FEED MILLS FOR GRAIN ELEVATORS.

## BE WISE

and whenever you need anything in Grain Buckets, Sprockets, Conveyor Chain and other

ELEVATOR  
MACHINERY

Be sure and get our prices first. They're the kind you're looking for—and as for the quality of our goods, we guarantee it to be of the very best.

Our Northway Feed Mill is going into the best mills in the land. There's a reason. Write and we'll tell you it.

Strong & Northway  
Manufacturing Company  
MINNEAPOLIS, - MINN.

Agents for Invincible Cleaners and Richmond Dust Collectors.

## PROFITS

The Bowsher Feed Mill meets exactly the elevator man's wants. With it you can crush and grind ear corn (with or without the shucks), grind all kinds of small grains and Kaffir corn in the head. High priced grain incites feeders to economize. Ground feed is the economical feed.

VS.

## LOSSES



By having a Bowsher Feed Mill you can get a good price for your screenings and off-grade grain. Thus turning what might be a loss into profits. Seven sizes, 2 to 25 horse power. Lightest running. Can run empty without injury.

Send postal for catalog.

THE N. P. BOWSHER CO., South Bend, Ind.



Try It  
For 15 Days

Crushers, all kinds of milling machinery and supplies. "Monarchs" a little but it does more no "extras" or our Catalog and Sprout P. O. BOX 260



No like, no keep, no pay—that's the "Monarch" way. Enables you to know what you will get. We make French Burr, Attrition, Feed, Meal and Grist Mills, Corn Shellers, "Monarch" Machinery more, perhaps, and there are "repairs." Get it mill-wise. Waldron MUNCY, PA.

## COAL SALES BOOK

FORM 44.

FOR RETAIL COAL DEALERS.

It facilitates bookkeeping, and reduces the chance of error. Practically three books in one. 1. It is the original entry of all sales made. 2. It is the original entry on the scale weights. 3. It is the Journal from which the posting is done.

It contains spaces for 6,000 loads. Each page is ruled with column headings, as follows: Date, Ledger Folio, Purchaser, Gross, Tare, Net Pounds. Price Per Ton, Amount.

This book is 8½ x 14 inches and contains 150 pages of superior ledger paper. Each page is numbered. It is well bound with best binder board, covered with cloth, has leather back and round leather corners. Price, \$1.75.

FOR SALE BY

Grain Dealers Company,

255 La Salle St.

CHICAGO, ILL.

## NORDYKE &amp; MARMON CO.

AMERICA'S LEADING MILL BUILDERS  
INDIANAPOLIS, IND.

FEED  
MILLS

THREE ROLL-TWO AND  
THREE PAIR HIGH  
ROLLER MILLS  
ALL SIZES AND STYLES  
BUHR STONE MILLS

ELEVATOR  
MACHINERY  
GRAIN CLEANERS,  
SHELLERS.

OVERHEAD DUMPS,  
TURN-HEADS, FEEDERS,  
FLEXIBLE SPOUTS,  
BUCKETS, BELTING,  
POWER CONNECTIONS.

ELEVATOR  
SUPPLIES

GOODS OF FIRST QUALITY - PRICES LOW - SEND US YOUR SPECIFICATIONS FOR QUOTATIONS

Car Load  
Tables

Reduce pounds to bushels in car load lots. Oats (32 lbs.), six tables, 20,000 to 90,000 lbs. Corn (56 lbs.), eight tables, 20,000 to 108,000 lbs. Wheat (60 lbs.), eight tables, 20,000 to 108,000 lbs. Barley (48 lbs.) six tables 20,000 to 86,000 lbs. The tables are printed in two colors on good paper. Price, Leather binding, \$2.00; Cloth binding, \$1.50.

GRAIN DEALERS JOURNAL, 255 LaSalle St, Chicago, Ill.

## Results Follow The Ad

We have sold out. Your Journal did it.  
McCREA & VLEREBOME, New Holland, Ohio.

## Grain Register No. 12 AA

This book is invaluable to the country grain man and is designed to facilitate the work of keeping a record of weights and number of bushels in wagon loads of grain received.

Each page is 8½ x 14 inches and at top of the 11 columns are printed Date, Name, Kind of Grain, Gross, Tare, Net, Bushels, Pounds, Price, Amount, and Remarks.

Each page has spaces for 40 wagon loads and each book has 100 pages, making each book contain spaces for records of 4,000 loads. The book is well printed and ruled on Sterling ledger paper, and substantially bound in extra heavy binder board with leather back. Price \$1.50.

FOR SALE BY

GRAIN DEALERS COMPANY, 255 LaSalle St., CHICAGO, ILL.

Sales, Shipments and  
Returns Book

is invaluable to the country grain man in keeping record of his sales, shipments and returns from the shipments made. Its use will save much time and book work. The pages are 10½ x 16½ inches, used double. The left-hand pages are ruled for information regarding SALES and SHIPMENTS; the right-hand pages for RETURNS. Under SALES the column headings are Date, Amount Sold, Price, Grain, Terms. Under SHIPMENTS are Date, Car No. and Initial, Our Weights, In Bushels, Grade, Route, Rate. Under RETURNS are Destination Grade, Difference, Bushels, Over, Short, Gross Proceeds, Freight, Over, Short, Commissions, Other Charges, Total Charges, Net Proceeds, Drafts, Remarks.

No. 14 AA contains 76 double pages, with room for records of over 2,200 cars. It is well bound in heavy canvas covers with leather corners, and printed on linen ledger paper. Price \$2.00.

GRAIN DEALERS JOURNAL, 255 La Salle St., CHICAGO, ILL.



## POWER CAR LOADERS FOR ELEVATORS.

### Have You a Boss Loader?

MAROA MFG. Co., Maroa, Ill.

Gentlemen:—Please find enclosed check for car loader.

East Lynn, Illinois, Jan. 11, 1905.

We like the loader fine.

Respectfully, HORWOOD BROS.



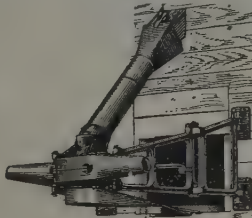
time it helps the grade by polishing the grain and blowing out the light dust without any appreciable loss in weight. They are made in different sizes and will be sent on trial upon request.

MAROA MFG. CO., Maroa, Ill.

### The Ideal

loader to have is the  
**IDEAL CAR LOADER**

Loads light and heavy grain equally well. Handles any kind of threshed or shelled grain.



The gentle scouring the grain receives, improves its condition and appearance. Made in capacities up to 3500 bushels per hour.

Let us send you a loader on trial

**The Ideal Car Loader Co.**  
ALLENVILLE, ILL.

### Record of Cars Shipped FORM 385

Is designed especially for the use of country shippers in keeping a complete record of each car of grain shipped.

It contains 160 pages of Record Linen Ledger paper, ruled to meet the needs of the grain dealer's business. The column headings are: Date Sold, Date Shipped, Car No., Initials, To Whom Sold, Destination, Grain, Grade Sold, Their Inspection, Discount, Amount Freight, Our Weight, Bushels, Destination Bushels, Over, Short, Price, Amount, Freight, Other Charges, Remarks.

The book is 9½ x 12 inches and has spaces for recording the foregoing facts regarding 2,400 carloads. It is well bound in strong boards with leather back and corners. Price, \$1.50.

**GRAIN DEALERS COMPANY**  
255 La Salle St., CHICAGO, ILL.

### Wagon Loads Received FORM 380

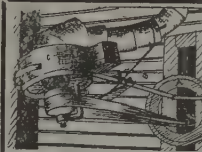
For the use of country grain buyers in keeping a record of grain received from farmers.

It is 9½ x 12 inches, contains 160 pages, giving room for records of 3,000 loads. Its column headings are: Month, Day, Name, Kind, Gross and Tare, Net Pounds, Bushels, Pounds, Price, Dollars, Cents, and Remarks. The book is printed on Record Linen Ledger Paper and is well bound in strong board covers, with leather back and corners. Price, \$1.50.

**GRAIN DEALERS COMPANY**  
255 La Salle Street, CHICAGO, ILL.

### TO BUY SELL RENT or LEASE an ELEVATOR

Place an ad. in the "Wanted" or "For Sale" columns of the GRAIN DEALERS JOURNAL of Chicago. It will bring you quick returns, set cost you only 15 cents per line. Try it.



**NELSON CAR LOADERS are O. K.**

Shipped on Trial

Write E. B. Nelson, Burchinal, Iowa Patentee & Mfr.

If not in need of a Car Loader you need a

**Nelson Flexible Spout Holder**

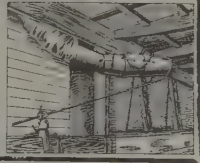
Sold for \$5.00 on

ten days' trial.

**E. B. NELSON,**

Burchinal, Iowa

Patent applied for



### HOW TO BUY AN ELEVATOR

The cheapest, quickest and most satisfactory way to buy an elevator is to make your want known to all elevator owners thru the "Elevators Wanted" columns of the Grain Dealers Journal.

Not only are you sure to have a greater variety to select from, but you can depend upon obtaining the full advantage of the bottom price. Nothing is added for commission or "a percentage in case a high price is obtained."

Read what others have done:

D. Bestor, Lenox, Ia.: Please discontinue my advertisement of elevator wanted. I have received enough propositions for the present.

C. F. Barnhouse, Morral, O.: Have lots of answers to my adv. of elevator wanted.

J. W. Benson & Co., Heron Lake, Minn.: We have bot the elevator of W. J. Kinne thru the ad in the Journal.

Julius Knuz, Wesley, Ia.: Since inserting my ad I have procured two elevators. I am in touch with several other propositions and will no doubt be able to close on some more; all of which came about thru the recent ad run in the Journal.

R. J. Riley & Co., Symerton, Ill.: You may discontinue my advertisement of elevator wanted. I am getting elevators offered on all sides, and think I can get one out of the lot.

E. R. Ulrich & Sons, Springfield, Ill.: Please discontinue our advertisement (elevator wanted) in the Grain Dealers Journal, as we have as many applications as we care for at present.

McMorran Bros., St. Paris, O.: You will please discontinue the ad as we have about all the correspondence we can take care of.

W. O. Rearick, Milroy, Pa.: Please discontinue my ad in your Journal for elevator and coal business wanted, as I am now offered so many good places through your valuable paper, that I hardly know which to go to see first.

### SHIPPERS' RECORD BOOK NO. 20

Is designed to facilitate the book-keeping of grain shippers, and to minimize the labor of keeping a complete record of each car shipped. The book is 9½ x 12 inches and contains 100 double pages of superior paper. It is well bound, ruled in two colors, and the column headings clearly printed. Spaces are provided for records of 2,900 car loads.

At top of left-hand page, in bold-faced type, are the words, "IN ACCOUNT WITH," and at top of facing page is dotted line for name of firm to whom grain is sold. It is intended that records of shipments to each firm shall be kept separate. The column headings on the facing pages are: Date of Sale, Date of Shipment, Car No., Initials, Amount Sold, Kind of Grain, Weight, Price, Draft, Remarks, Date Returned, Weight Returned, Overdrawn, Net Proceeds, and Balance.

Wide columns are provided for recording these facts under the respective heads. Price, \$1.75. Address

**GRAIN DEALERS COMPANY**  
255 LaSalle St., CHICAGO, ILL.



If you want anything for your elevator and do not know where to find it, write us.

## The "Sheldon" Pinch Bar

With Compound Lever

Handle is made of malleable iron. Toe-plates and heels are of steel and interchangeable. Never slips. Will move with ease heaviest loaded car. Sent on trial. You need it now.

## Elevator Supplies

of all kinds are well illustrated and described in our catalog No. 4. Send for it whether you need anything or not.

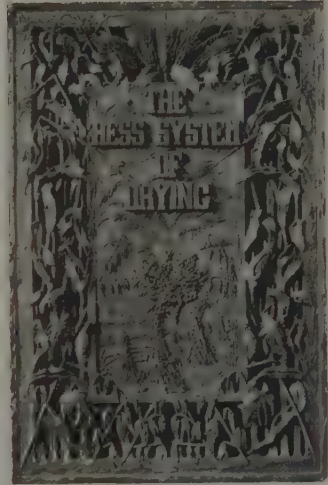
**SKILLIN & RICHARDS MFG. CO.**

CHICAGO, ILL.

*Everything for your Elevator.*



## A NEW BOOKLET



FREE. SEND FOR ONE

**Hess Warming & Ventilating Co.**

707 Tacoma Bldg., CHICAGO

## Machines to Handle Your Corn

### *The* VICTOR CORN SHELLER

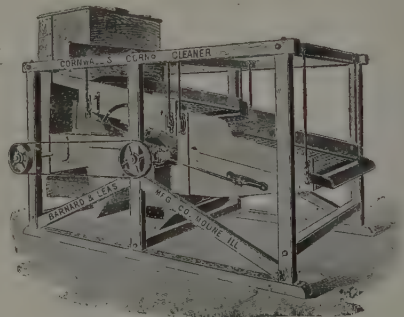


The most reliable sheller in use. It is the standard throughout the country and has no equal for durability and capacity.

### *The* CORNWALL CORN CLEANER

Will thoroughly clean the corn after it leaves the Sheller. It has a patent finger sieve which will not clog and will remove the small cob ends and pieces of cob always present in corn cleaned by other machines. It has other valuable features which our latest circular describes fully.

We also make other Shellers and Cleaners and a full line of Separators, while we furnish everything needed in the Elevator line.



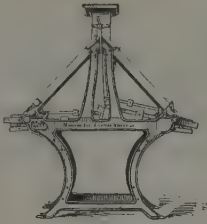
**BARNARD & LEAS MFG. CO.,**  
MOLINE, ILLINOIS

BUILDERS OF ELEVATORS  
and ELEVATOR MACHINERY



# SCALES FOR GRAIN ELEVATORS.

GOLD MEDAL  
ST. LOUIS :: 1904



## THIS SCALE

Automatically fills, weighs, counts the bags and shifts cut-off valves. Operator supplies empty bags. Shipped on trial, subject to your approval.

They are: Simple, because they are not complicated or intricate.  
Cheap, because they are simple.  
Durable because they are built that way.  
Fast, because the flow of material is never checked.  
Accurate, because they are adjusted, balanced and graduated with U. S. Standard Test Weights.

They are: Simple, cheap, durable, fast and accurate, because we guarantee them, and they must be that way.

For literature address

THE AUTOMATIC SCALE CO., Ltd.

Minden, Louisiana.

## DUPLICATING SCALE TICKET BOOK

No. 62, is designed especially for country dealers who use scale tickets. It is a book 9x12 inches, check bound in heavy board covers. It contains 200 sheets. 100 white perforated sheets being interleaved with 100 manila sheets. On one side of the white sheets are printed 8 scale tickets, each ticket being printed, ruled and spaced for the following information: Date; Box of; Price per Cwt.; Price per Bu.; Driver on; Off; Gross; Tare and Net Lbs.; Net Bus.; Weigher. It is intended that a sheet of carbon shall be placed between the white and manila sheets, so that altho the weigher tears out a ticket and gives to each driver, he retains a facsimile of each scale ticket given out, 800 tickets in each book, Price \$1.25.

Grain Dealers Company,  
255 La Salle Street, Chicago, Ill.

## Grain Dealers' Scale Tickets.

BOOK NO. 51.

This scale book contains 100 pages 8x11½ inches. Each page contains 5 scale tickets and 5 stubs, giving the book a capacity of 500 loads of grain. Each scale ticket is ruled for Number, Date, Load of, From, To, Gross, Tare and Net pounds, Net bushels and pounds, Dollars and Cents, Due to or order and Weigher. While the stub is ruled for Hauler, Load of, Number, From, To, Weighed, Date, Gross, Tare and Net pounds, Net.... bushels.... pounds, Price, Dollars and Cents.

It is printed on manila paper bound in heavy board covers and pages are perforated so that tickets can be removed from book quickly and without tearing them.

Book No. 51, Price 75 cent. Address

GRAIN DEALERS COMPANY

255 La Salle Street. - Chicago, Ill.

## AUTOMATIC SCALES

### SACKING

Accurate Net Weights

Five Sacks per Minute

W. E. SMITH, Sales Agent

47 Plymouth Place, CHICAGO

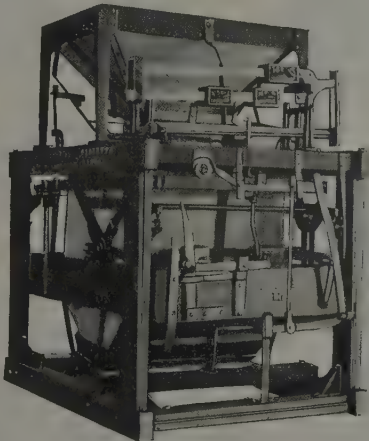
RICHARDSON SCALE CO.

17, 191 Park Row, N.Y. City.



## McLeod Automatic Scales

For Weighing Grain into Cars, Bins or Sacks



Here is an Automatic Scale that is guaranteed to weigh grain accurately. We do not mean by this that it weighs within a pound or two on each draught, we mean **Accurately**. This scale is strong, durable and reliable. Sold on approval. Prices reasonable.

For particulars, address

McLEOD BROS., - Marietta, Kans.

## HUNDREDS

of prosperous grain men in the U. S. point to the MIDLAND line of elevator machinery and supplies as the cause of their success.

Grain Elevators equipped with our machinery and supplies handle grain economically, do not break down and cause delay during the busy season, and prolong the life of the house. We can prove to you why, if you write us. If in need of repairs or building a new elevator let us figure with you.

Midland Machinery Co.

Complete Equipppers  
of Grain Elevators.

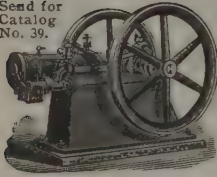
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Minn.



## POWER FOR GRAIN ELEVATORS.

Send for  
Catalog  
No. 39.



### COLUMBUS ENGINES

Columbus  
Machine Co.  
COLUMBUS, O.

### THE PRACTICAL GAS ENGINEER

(3rd Edition)

If you operate a gasoline engine you need this book for it tells about the operation and care of one. Written by a man of practical experience. Contains 140 pages neatly bound in cloth. Price \$1.00.

GRAIN DEALERS JOURNAL  
255 La Salle St., Chicago.

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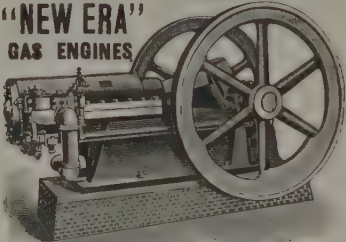
FOR GRAIN ELEVATORS  
From 1 to 30 H. P.

Write for descriptive circular.

Charles Brunner, Mfr.  
PERU, ILL.



### "NEW ERA" GAS ENGINES



For Gas or Gasoline. Sizes 6 to 100 H. P.  
THE NEW ERA GAS ENGINE CO.  
86 Dale Avenue, DAYTON, OHIO, U. S. A.

### Gas Engine Books

Operators of gasoline engines who encounter difficulties in the care or operation of gas and gasoline engines will find each of the following books of great assistance.

THE PRACTICAL GAS ENGINEER,  
by E. W. Longenecker, M. D., Price, \$1.00.

THE GAS AND GASOLINE ENGINE,  
by Norman & Hubbard, Price, \$1.00.

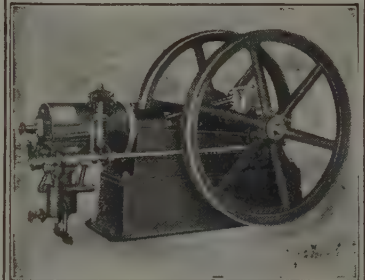
THE GAS ENGINE HANDBOOK, by  
E. W. Roberts, Price, \$1.50.

GAS ENGINE TROUBLES AND REMEDIES,  
by Albert Stritmatter, Price, \$1.00.

For any of the above address,

Grain Dealers Journal  
255 La Salle St. Chicago, Ill.

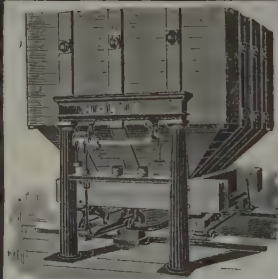
### THIS ENGINE



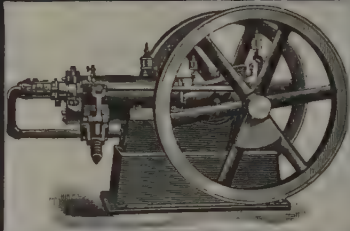
will furnish you with an absolutely reliable power. It is economical of fuel; compact, closely governed, simple and strong in construction, has few parts and is not likely to get out of order. An ideal engine for the elevator. We want to tell you more about it.

So write us  
**HUGH MATHEWS**  
Kansas City, Mo.

### HOWE SCALES THE WORLD'S BEST



Power  
AND  
Weight



ESTIMATES FURNISHED PROMPTLY  
**BORDEN & SELLECK CO**  
CHICAGO  
ST. LOUIS MINNEAPOLIS KANSAS CITY CLEVELAND

### The Alamo GASOLINE ENGINES..

HIGH GRADE  
AUTOMATIC  
SIMPLE  
ECONOMICAL  
SAFE



"The Alamo"

### "The Standard"



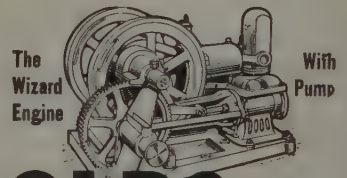
### SCALES

For All Purposes

ACCURATE  
DURABLE  
SENSITIVE  
RELIABLE  
GUARANTEED

THE STANDARD SCALE & SUPPLY CO.

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The  
Wizard  
Engine

With  
Pump

### OLDS ENGINES

#### Economical Power

In sending out their last specifications for gasoline engines for West Point, the U. S. War Department required them "to be OLDS ENGINES or equal."

This speaks volumes for our engines. It means they excel all others, or the U. S. Government would not demand them.

They are the horizontal type, 2 to 100 H. P., and are so simply and perfectly made that it requires no experience to run them, and

#### Repairs Practically Cost Nothing

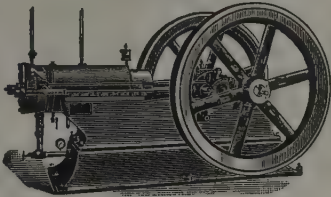
Send for a catalogue of our Wizard Engines, 2 to 8 H. P. (jump-spark ignition, the same as in the famous Oldsmobile) the most economical small power engine made; fitted with either pump-jack or direct-connected pump.

Or, our general catalogue, showing all sizes.

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## WAYNE GASOLINE ENGINES NOT THE CHEAPEST BUT THE BEST

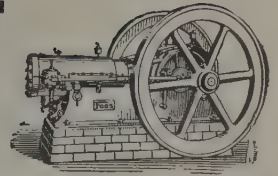


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**FT. WAYNE FOUNDRY & MACHINE CO.**  
**FT. WAYNE, IND.**

## You are well pleased if your engine is a WATERLOO



Oil or water cooled engines. Frost proof and can not freeze.  
Before purchasing do not fail to write for Catalogue and Prices.  
**Waterloo Gasoline Engine Co.**  
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## The Foos Gas Engine Co. SPRINGFIELD, OHIO

Furnish the only Wipe Spark, Self Cleaning Igniter, Straight Line Counterbalancing by Discs on Arms of Crank

Send for Catalog No. 20 describing and illustrating the

## FOOS ENGINES

## GRAIN BUYERS No. 66 WEIGHT AND COPY BOOK

A new scale book that saves time and prevents errors. It is 12x12 inches, contains 225 pages and has room to record 7,425 loads.  
Price.....\$2.00

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Would you value the wisdom of the gray-haired sage above the immature judgment of the youth? Would you prefer the 20-year-old wine—rich, smooth, palatable, to the raw harsh vintage of a year ago? Then just as surely must you choose the Otto Engine—the Pioneer, the 28-year-old engine, the product of knowledge and experience, over the crude and unreliable output of the inexperienced builder.



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**STANDARD OF THE WORLD**

## GRAIN ELEVATOR BUILDERS.

### We Build Elevators

**ANY** SIZE  
TIME  
STYLE  
PLACE

### H. G. BUSHNELL COMPANY

Engineers and Contractors

314 CORN EXCHANGE MINNEAPOLIS; MINN.

### Grain Elevators

### P. H. PELKEY

### Elevator Contractor

FULL LINE OF ELEVATOR AND MILL SUPPLIES, SCALES AND LEWIS GASOLINE ENGINES CARRIED IN STOCK AT  
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### ELEVATOR PLANS

By Licensed Architect-Seal

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Remodeling and Rebuilding a Specialty  
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### FRED FRIEDLINE, Elevator Contractor

CHICAGO, ILL.



Do you intend to build a new plant this year?

I will make complete plans and specifications at a moderate cost and charge you nothing for them should I get complete contract. The equipment and ability to do it *quick* is mine. I am out for business, write me your wants. Let me plan and build your elevator. *Either address—Chicago or Little Rock, Ark.*

## MODERN GRAIN ELEVATORS

Any Style and Capacity  
Designed and Built by

### L. O. HICKOK

MINNEAPOLIS.

226 Flour Exchange. MINN.



## GRAIN ELEVATOR BUILDERS.

## Younglove &amp; Boggess Co.

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Designers and Builders of

## Grain Elevators and Flour Mills

MASON CITY, IOWA

IF INTERESTED WRITE FOR PLANS AND ESTIMATES ON YOUR WORK.

SAM'L OLSON NIELS OLSON TOLLER J. ENGH

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T. F. COSTELLO LEONARD WEST

## T. F. COSTELLO &amp; CO.

CONTRACTORS &amp; BUILDERS OF

Grain Elevators  
AND  
WarehousesPlans and Specifications Furnished. Call  
on or write us,

412 S. Third St., Minneapolis, Minn.

## STEEL

## Twenty Million

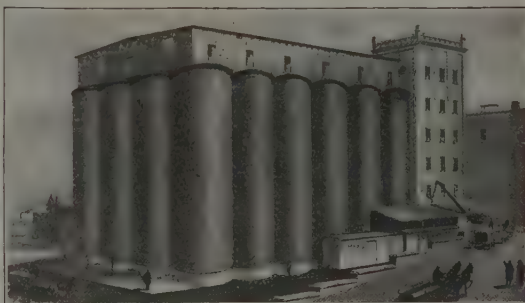
Bushels Capacity  
of Our Construc-  
tion now in use.

WRITE FOR ESTIMATES

STEEL STORAGE AND  
ELEVATOR CONSTRUCTION CO.

BUFFALO, - N. Y.

## STORAGE

This Steel Elevator and Tile Grain Storage  
was recently completed

for

JOSEPH SCHLITZ BREWING CO.

Milwaukee, Wis.

by

## The Barnett &amp; Record Co.

GENERAL CONTRACTORS

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MINN.



## GRAIN ELEVATOR BUILDERS.

### SQUARE BIN FIRE PROOF ELEVATORS

A SPECIALTY.

BRICK OR TILE.

We also have facilities for building modern country elevators quickly.

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GRAIN ELEVATOR CONSTRUCTION

Steel, Hollow Tile, Concrete or Frame

Monadnock Bldg., CHICAGO ILL.

**W. E. STARK**

SUCCESSOR TO

C. A. LOWE

ELEVATOR BUILDER

ENID : : OKLA.

**N. A. GRABILL**

Contractor and Builder of

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Plans and estimates furnished quickly

DALEVILLE, IND.

MODERN

GRAIN ELEVATORS

Completed under one contract.

Plans and estimates promptly furnished.  
Correspondence solicited.

R. M. VAN NESS, Fairbury, Neb.

**The Younglove  
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Builds the Best

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Lock Box 478, Mason City, Iowa



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Contractor and  
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**Do You Want**

The grain trade news? Then subscribe for the **GRAIN DEALERS JOURNAL**. Twice each month for \$1.00 per year.

**James Stewart & Co.**

PITTSBURG, PA.,  
Westinghouse Building

BALTIMORE, MD.,  
319 N. Charles St.

ST. LOUIS, MO.,  
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Savoy Hotel, Strand

NEW YORK, N. Y.  
135-137 Broadway

**Contractors**

**Grain Elevator Department**

1811 Fisher Building

CHICAGO

We are pleased to announce to the general public and to the grain trade and elevator owners in particular that on the first of March we will open the above office, fully equipped in every detail for the designing and building of all standard construction of grain elevators and this office will be known as our grain elevator department under the management of Mr. W. R. Sinks and Mr. R. H. Folwell, the two well known experts in this particular line, and formerly of the Barnett & Record Co. The policy of this department will be to serve the public best. To do this, we will have no hobbies, but are familiar and prepared to design and build any of the various styles, but at all times advocating that kind of construction which, in our judgment, best suits the case in hand. We earnestly solicit your inquiries, assuring you prompt reply and best of service.

**SECKNER CONSTRUCTION CO.**

NOT INCORPORATED

CONTRACTORS & ENGINEERS

OF GRAIN ELEVATORS CONSTRUCTED OF WOOD, CONCRETE OR STEEL  
414-79 DEARBORN ST., CHICAGO, ILL.

Tel. Central 5364.

C. M. Seckner, Manager.

**GOOD LOCATIONS**

You can find a good location for your new elevator by placing a liner ad. in the "Wanted" columns of the Grain Dealers Journal. The cost is 15c per line each insertion. Try it.

**BURRELL**

ENGINEERING AND  
CONSTRUCTION CO.  
(INC.)

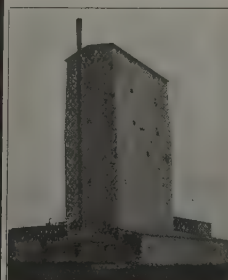
Designers and Builders  
of all kinds of

**Grain  
Elevators**

22 Elevators Built Last Year

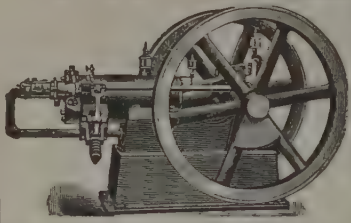
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CHICAGO, ILL.





## GRAIN ELEVATOR SUPPLIES.



Sole State Agents HOWE Gasoline Engines. Special Agents HOWE Scales.

MANUFACTURERS OF

Elevating, Conveying and Power Transmitting Machinery. Complete Equipments for Grain Elevators a Specialty.

York Foundry and Engine Works

Warehouse: OMAHA, NEBR.  
Office and Works: YORK, NEBR.

## SOLD ENGINE THRU AD.

John H. Doyle, Longview, Ill.: "Please discontinue my advertisement in the Grain Dealers Journal, as I have sold my engine thru the ad., and could have sold one-half dozen engines if I had them."

If You Don't  
buy your goods of us  
**We Both Lose Money**  
Complete line of  
**ELEVATOR MACHINERY AND  
SUPPLIES**

**H.L. Thornburgh & Co.**

Chicago, Ill.



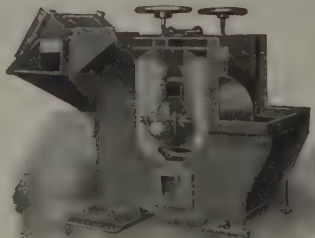
### "New Era"

Passenger Elevators are not only a convenience but a necessity in well-equipped grain warehouses.

Easy to operate.  
Durable. Safe.  
Cheap as a stairway.

No bother. Time, money and labor savers. Write us for lowest prices and description.

**Sidney Elevator Mfg. Co.**  
Sole Manufacturers  
SIDNEY, OHIO



16 inch pulley—16 inch face.

**NON-CHOKING.**

Send for  
Catalogue "D"

**HALL DISTRIBUTOR CO.**

SENT ON TRIAL.

222  
First Nat. Bank Bldg  
OMAHA, NEB.

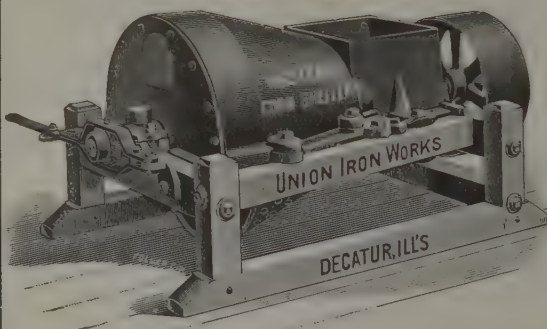
## REMEDIES

galore are offered for overcoming the disasters caused by chokes in the boot, but what the elevator operator wants is a boot that won't choke.

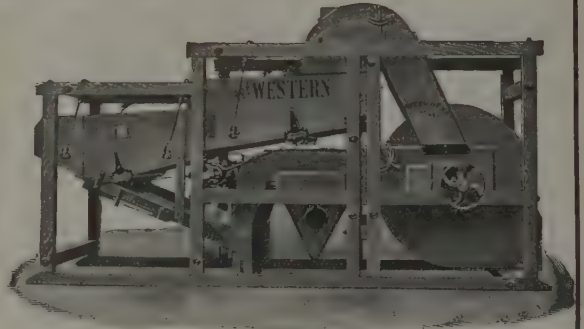
That kind of boot was never made until the

## HALL NON-CHOKABLE BOOT

was placed on the market, and it positively prevents chokes. It does more—it fills the cups "spilling" full, doubling your cup carrying capacity, and being entirely automatic, dispenses with the attendant at the lever of the feed gate, paying for itself over and over by its economy of operation and thorough reliability. Better investigate.



"Western" Warehouse Sheller



"Western" Shaker Cleaner

**Do You Intend to Build an Elevator this Season?**

If so, correspond with or see the

**UNION IRON WORKS**

DECATUR, ILL.

*Plans to Suit Each Location by a Licensed Architect*

Manufacturers of the justly celebrated WESTERN MACHINERY—Corn Shellers, Corn Cleaners, Elevator Heads and Boots, Pulleys, Boxes, Shafting, etc.

WRITE FOR OUR CATALOG AND PRICES



# The GRAIN DEALERS JOURNAL

## GRAIN ELEVATOR SUPPLIES.

201

### ELEVATOR SUPPLIES

We can equip your elevator from top to bottom. If you need a gasoline engine, a grain cleaner, scales or anything for your elevator, we have it and can ship promptly. Get our catalog now, then tell us your troubles.

**C. D. Holbrook & Co.**  
MINNEAPOLIS, MINN.

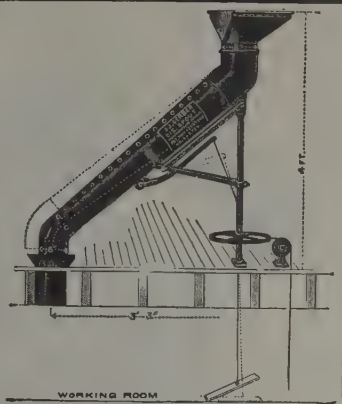
ORDER THE NO. 2

### GERBER IMPROVED Distributing Spout

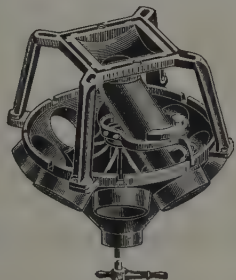
and be convinced that it is the best spout you can secure for your elevator. We make a specialty of mill and elevator spouting.

For particulars write

**J. J. GERBER,**  
Minneapolis, Minn.



### THE HALL SIGNALING DISTRIBUTOR



6-inch, 8 ducts.

**NON-MIXING.**

**ITS VALUABLE!**

When a car famine exists every inch of room in an elevator is valuable. If a hundred bushel space in ten different bins could each be made available ten different times per day, they become as valuable as one bin of ten thousand bushels capacity. With

#### THE HALL SIGNALING DISTRIBUTOR,

you can utilize every inch of space over and over again, without a moments loss of time. The spaces so used are lost entirely with any other device, or worse than lost by repeated mixing of grain.

**SENT ON TRIAL.**  
SEND FOR BOOKLET.

**Hall Distributor Co.**

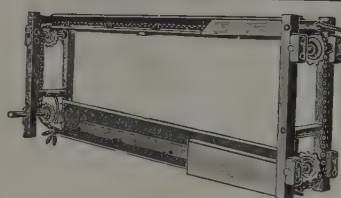
222 First Nat. Bank Bldg. OMAHA, NEB.

### TONS to Dollars and Cents

Designed primarily for use of Coal and Hay Dealers. This book of tables shows at a glance the cost of any number of pounds of coal or hay at any price per ton from \$1.00, \$1.25, \$1.75, \$2.00 and so on to \$14.00. It is especially adapted for retailers. It is well printed on good paper, and bound in cloth. It has a marginal index. Size of book 4 1/4 x 8 1/4 inches, 110 pages.

Price \$1.00

**GRAIN DEALERS COMPANY**  
255 LaSalle St. Chicago, Ill.



### Improved Chain Drag Feeder Best Made

Suits all Locations

No Wastage or Mixing Grain

Takes up no Room in Dump

We Manufacture a Complete Line of

**MACHINERY AND SUPPLIES, CORN SHELLERS, CORN CLEANERS, DUMPS, HEADS AND BOOTS**

Write for Our Catalog and Prices

**The Philip Smith Co., Sidney, Ohio**

### "ACTIONS SPEAK LOUDER THAN WORDS"

The following Line Companies are using our Pat. Chain Grain Feeders and Conveyors. Why not you? Satisfaction guaranteed.

National Elevator Co., Indianapolis, Ind.

Neola Elevator Co., Chicago, Ill.

Cleveland Grain Co., Cleveland, O.

Crabbs-Reynolds-Taylor Co., Crawfordsville, Ind.

C. H. Feltman, Peoria, Ill.

Raymond P. Lipe, Toledo, O.

Write for catalogue and investigate our elevator machinery before buying elsewhere.

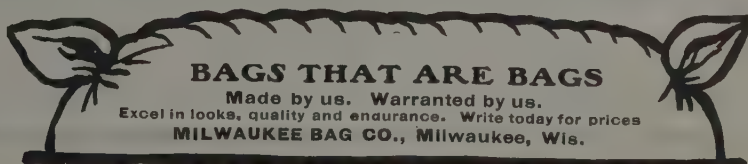
**B. S. CONSTANT CO.**

**Bloomington, Ill.**

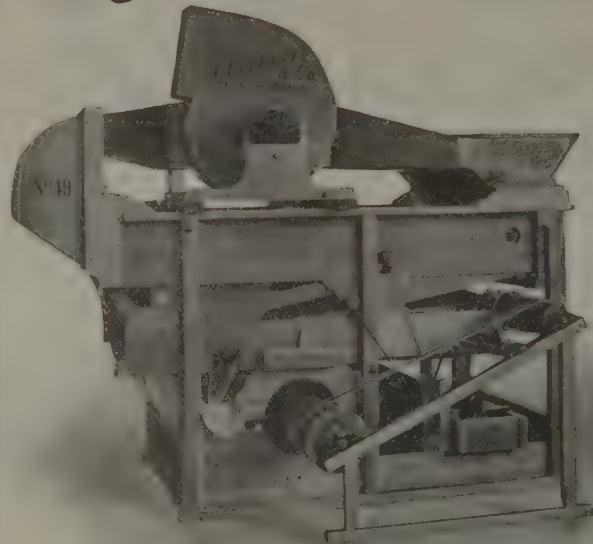
## The Value

of an advertisement depends upon placing it before the right persons. You can get your advertisements before the grain dealers of the country by using space in the

**GRAIN DEALERS JOURNAL**



# SAY! MR. ELEVATOR MAN!



DO you know there is a good margin in cleaning up your screenings? If you are not aware of the fact you had better look into the subject and at the same time investigate the merits of the

## "Clipper" Cleaner

for doing the work. Several of the largest elevators in the United States are using the "Clipper" for this work and find that they obtain better results than they have been able to obtain on any other cleaner on the market.

It is easy to learn the truth or determine whether we can help you to handle your screenings with profit. Give us a chance and we will tell you why the "Clipper" is the best for this work.

*Write for catalogue.*

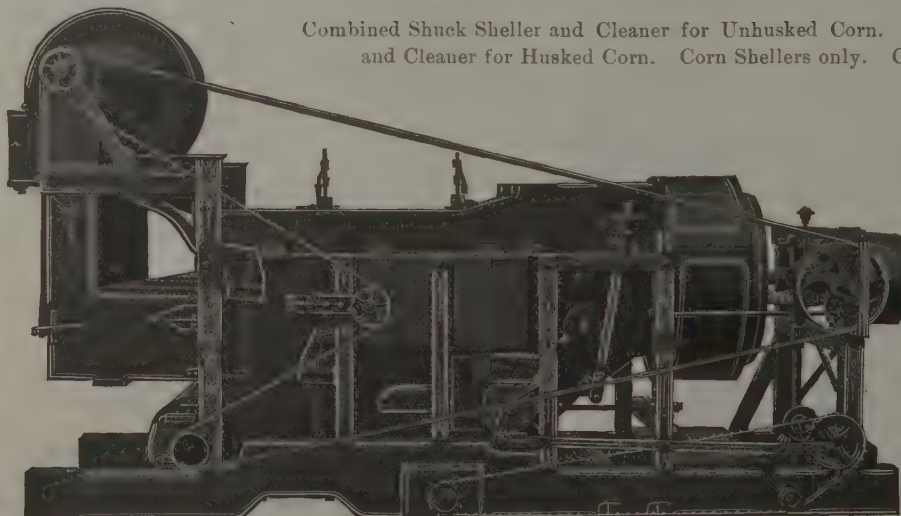
**A. T. FERRELL & CO.,** Saginaw (W.S.) MICHIGAN

NEW PROCESS  
DUSTLESS CYLINDER

## Corn Shellers and Cleaners

For Elevator, Warehouse or Mill

Combined Shuck Sheller and Cleaner for Unhusked Corn. Combined Sheller and Cleaner for Husked Corn. Corn Shellers only. Cleaners only.



Favored by Insurance Companies because husks are carried out of building.

The New Process Combined Shuck Sheller and Cleaner shown above is the only machine that can be fitted for either Husked Corn of Northern States or the Unhusked Corn of Southern States.

CLEAN CORN  
CLEAN COBS  
CLEAN HUSKS

Send for our Catalog of EVERYTHING used in an ELEVATOR, WAREHOUSE or MILL

**MARSEILLES MFG. CO.,** Marseilles, Ill.



## ENGINES FOR SALE.

GASOLINE engine for sale, 10-h. p. Temple Pump Co., 15th Place, Chicago.

GASOLINE ENGINES FOR SALE, 15 h. p. John Schulz, N. Chicago, Ill.

OLDS 25 h. p. gasoline engine in good shape for sale. Address Johnston Grain Co., Kewanee, Ill.

WHITE GASOLINE ENGINE, 16 h. p. Address Dwight M. Baldwin, Jr., Moorhead, Minn.

STEAM ENGINE for sale, 12x22; has not been used hard. Address H. L. Buck, Box 83, Preble, Ind.

ST. LOUIS CORLISS ENGINE, 20x42, for sale. Good as new. For particulars apply to the Aug. J. Bulte Milling Co., Kansas City, Mo.

75-H. P. ENGINE, Horizontal Slide Valve, rebuilt by us; in first-class condition. Price, \$250, f. o. b. Chicago. H. W. Caldwell & Son Co., Chicago, Ill.

A GOOD, DOUBLE CYLINDER, 75 h. p. gas engine for sale. Has been used but a short time. Will sell cheap. Write the Jay Grain Company, St. Marys, O.

STEAM ENGINE, 12x24, for sale; fitted with new drop cut off valves; economical under load of 60 to 80 h. p. Address Walter S. McKinney, 204 Dearborn St., Chicago, Ill.

FOR SALE—One 8-h.p. Pierce; 1 5-h.p. Webster; 1 25-h.p. Charter; 1 7-h.p. Charter; 2 6-h.p. Fairbanks Upright and one 12-h.p. Otto. C. D. Holbrook & Co., Minneapolis, Minn.

GASOLINE ENGINE for sale, 16 h. p. Lambert; good as new and a nice running engine. Address, Indianapolis Machinery Exchange, 525 E. Washington St., Indianapolis, Ind.

FOR SALE, BARGAIN, second-hand 15-h. p. Horizontal Automatic Governor Atlas Steam Engine; used less than 6 mo. Price, \$75.00, f. o. b. Write for particulars. J. R. Marsh, Cedar Vale, Kans.

FOR SALE—The following gas and gasoline engines: 60-h. p. Foos; 65-h. p. New Era; 15-h. p. Lambert; 3 1/2-h. p. Des Moines; 2 1/2-h. p. Fairbanks. Backus Gas Engine Co., 22 S. Canal St., Chicago, Ill.

HUBER TRACTION Engine for sale; 12-h. p.; thoroughly rebuilt, making it almost as good as new to wear out; \$300 will buy it. If interested, ask for particulars. Address, Oregon Self-Feeder Co., Oregon, Wis.

ONE 50 h. p. Miller gas engine, double cylinder, all overhauled and in first-class condition, for sale. Also one 20 h. p. upright gas engine, all overhauled and in first-class condition. Address The Philip Smith Co., Sidney, Ohio.

FOR SALE at a bargain. One second hand 15 h. p. Columbus, one 10 h. p. Portable Ohio, all as good as new; also one 5 h. p. Lewis, one 5 h. p. Davis and one 25 h. p. Pierce in good condition. Address C. P. & J. Lauson, 103 West Water St., Milwaukee, Wis.

## ENGINES FOR SALE.

SECOND-HAND GASOLINE Engines at a bargain. One 8 and one 14 h. p. Otto; one 20 h. p. Foos; one 6, one 15 and one 25 h. p. Fairbanks-Morse; one 10 and one 18 h. p. Lewis; one 30 h. p. Webster. Write A. H. McDonald, 36 W. Randolph St., Chicago.

GAS AND GASOLINE engines bought, sold and exchanged; new and second-hand in stock for immediate delivery: one 8-h. p. Rockford engine, new, \$320; one 6-h. p. Columbus, \$215; one 5-h. p. Holiday, \$55; one 5-h. p. Ohio, \$170; one 3-h. p. Lyons, mounted, complete, new, \$110; one 1-h. p. American, mounted, new, \$38.50. Alexander & Crouch, 33 S. Canal St., Chicago.

## ENGINES AND BOILERS.

ONE 75-h. p. ENGINE and two tubular boilers for sale. Price, \$500. Address, Houser Bros., Hoagland, Ind.

FOR SALE: 1 boiler, 16x66; dome 32x36; 54 4-in. flues, with fronts in good order. Frank G. Ely, Traders Bldg., Chicago, Ill.

CORLISS ENGINE for sale, 35 horse power, and 50 horse power boiler; also 50 ft. gandy belting 14 in. Address W. A. Bryant & Sons Co., Cedar Falls, Ia.

ATLAS ENGINES and boilers, 15, 20 and 25-h. p., in fine condition. Gasoline engines, new and second hand. Address, Wallace Machinery Co., Champaign, Ill.

ONE STEEL HORIZONTAL BOILER, 25 h. p., for sale. Also one 12 h. p. Nagle engine. Less than one-half original cost. The B-B Mfg. Co., 50 Masonic Temple, Davenport, Ia.

THREE 72x20 second-hand boilers that will stand 175 lbs. cold water pressure or 125 lbs. steam pressure; in first class condition. A bargain. Address Manufacturers' Supply Co., Minneapolis, Minn.

ONE ERIE CITY BOILER, 60 h. p. return flue, for sale. Full arch front with all trimmings and fittings. Also one Chandler & Taylor self contained engine, 11x14. Both in good condition. H. M. Flint, Kendallville, Ind.

## MISCELLANEOUS FOR SALE.

NEW AND REBUILT MACHINERY for sale.

1—double 9x18 Stevens Roller Mill.  
1—9x12 double Allis Roller Mill,  
2—double 9x24 Stevens Roller Mills,  
1—6x20 double Ehram Roller Mill,  
1—single 6x18 roller mill for screenings,  
2—No. 0 Beall Wheat Steamer,  
1—No. 1 Horizontal Bran Duster,  
1—No. 00 Invincible Wheat Scourer,  
1—500 bushel Fairbanks Hopper Scale,  
1—15 H. P. Vertical Compound Engine,  
1—15 H. P. Box Bed Engine,  
1—40 H. P. Erie R. H. Box Bed Engine,  
1—7 H. P. Orr & Sembower Center Crank Engine,  
1—12x36 L. H. Sioux Corliss Engine.

Write for January bargain list, giving full details of each machine and prices. J. B. Ehram & Sons Mfg. Co., Enterprise, Kans.

## MACHINES FOR SALE.

FOR SALE—One Appleton mill and crusher; 2 Triumph corn shellers. C. D. Holbrook & Co., Minneapolis, Minn.

NO. 8 BOWSHER feed mill, with elevator attachment for sale. Almost new. Address, Geo. C. Wood, Windfall, Indiana.

ONE NORDYKE & MARMON double roll feed mill for making corn-meal for sale. The Philip Smith Co., Sidney, O.

FOR SALE—1 No. 2 Marseilles sheller; used one year; 1 100-bushel U. S. hopper scale. Both in good condition. Address, M. J. Lee, Redmon, Ill.

PORTABLE DUMP, suitable for corn or oats, for sale cheap. Also, Marseilles combination sheller and cleaner, and small two-hole portable sheller. Address Woodbury & Files, Muncie, Ind.

TWO NO. 1 cob crushers for sale. Also Beall non-vibrating corn cleaner; 1/2 N. & M. corn meal purifier; No. 3 Excelsior bran duster and many other machines. Write for list No. 21. Address A. S. Garman & Sons, Akron, O.

MACHINES FOR SALE; one No. 1 Style "Y" Scientific Feed Mill; one Winona Corn & Cob Grinder; one Feed Mill with two rolls, 9x30; one Western Corn Sheller; one W. & B. Corn Sheller. Address, Robinson & Cary Co., St. Paul, Minn.

FOR SALE: 2 Richmond round reels, 9x18; 1 Olivays sieve scalper and grader; 1 No. 3 Bowsher Crusher; lot of pulleys, sprocket wheels and adjustable boxing, chains, etc. The above machines good as new, will sell at a bargain. J. M. Hornung, Greensburg, Ind.

FOR SALE—One 75-bu. Barnard Milling Separator, can be fixed for 200 bu. capacity receiving system; one 30-bu. Cranson Scourer; one Sullivan Ear and Shell Corn Grinder, with new cones; one Victor Sheller, 70-bu.; one 24-inch French burr. All in good running order. Address Emil Brunner, Hope, Kan.

## MACHINES WANTED.

ONE SECOND-HAND vertical French Burr Mill wanted; in good condition and cheap for cash. Address, Walter G. Trumpler, Tiffin, Ohio.

CORN SHELLER WANTED, large size, prefer it mounted; also a large capacity corn and cob feed grinder. A large capacity warehouse wheat separator, also large-sized smut mill. Give make, capacity and condition. Address, R. B. Hutchcraft, Paris, Ky.

## MISCELLANEOUS FOR SALE.

### MACHINERY BARGAINS.

500-bu. Fairbanks Hopper Scale, tested and sealed, at \$75.00.

14x36 Allis Corliss Engine with or without Condenser.

Large stock of second-hand boilers from 5 to 100 h. p.

Engines, any size.

Gardner Steam Pumps.

10x14 Morris Centrifugal Pump.

Also a full line of Mill Machinery and Supplies. Address Manufacturer's Supply Co., Minneapolis, Minn.

**ELEVATORS FOR SALE.**

UP-TO-DATE elevators in choice location. W. A. Thompson, Attica, Ind.

ELEVATOR, 10,000 bu. capacity, for sale cheap. C. W. Montgomery, Onward, Ind.

ELEVATORS FOR SALE; if you mean business, write for my list. Aaron Smick, Decatur, Ill.

TWO ELEVATORS for sale. Large territory. Price, \$4,500. Address Lock Box 121, Menlo, Iowa.

I WILL sell my elevator, feed mill and lumber yard at Bryant, Ia.; doing a good business in all lines. N. J. Millhaem, Miles, Iowa.

GOOD ELEVATOR and coal business in Central Iowa for sale. Address H. P., Box 4, Grain Dealers Journal, Chicago, Illinois.

SMALL ELEVATOR in good farming country. Crop good. Splendid feed, coal and tile trade. Address, Lock Box 114, Westport, Ind.

GRAIN ELEVATOR for sale or rent; scales, storage, flour, feed, exchange; business house, lining rooms all connected. T. J. Simpson, Clarksburg, Mo.

ELEVATOR AND FEED STORE for sale at a bargain. Up-to-date power and grinding outfit. Address F. S. Butler, Richmond, Ind.

ELEVATOR FOR SALE in good farming country, no competitor; 100 cars a year; easy terms. Address Yar, Box 4, Grain Dealers Journal, Chicago, Ill.

ELEVATOR, COAL AND FEED business in Central Iowa for sale, or trade for good land. Address F. B., Box 3, Grain Dealers Journal, Chicago, Ill.

GRAIN ELEVATOR AND FLOUR MILL in connection for sale. Or will trade for land or good rental property. Address W. H. D., Box 63, Roanoke, Ind.

FOR SALE, a line of eight elevators in Southern Minnesota and Northern Iowa; will pay good money on the investment. Aaron Smick, Mill & Elevator Broker, Decatur, Ill.

A LINE of six elevators located in the heart of best corn district in northwestern Ohio. A bargain if sold soon. For particulars, address J. A. D., Box 4, Grain Dealers Journal, Chicago, Ill.

ELEVATOR, coal, flour, feed and seed business for sale; located in Indiana, county seat town of 10,000. Have paid 20 per cent annual div. for five years. Good reasons for selling. Address Snap, Box 4, Grain Dealers Journal, Chicago, Ill.

NEW MODERN ELEVATOR for sale, 25,000 bu. capacity; in the best grain section of eastern South Dakota. Good coal, flour and feed business in connection; located in town of 3,000 inhabitants, with good schools and churches. This is one of the best profit stations in the northwest and will be sold at a bargain. Do not write unless you are looking for a good proposition and mean business. Address Drawer A, Canton, South Dakota.

**ELEVATORS FOR SALE.**

MODERN ELEVATOR for sale; new, 40,000 bus., at good grain point; \$7,500; easy terms. C. J. Meyer, Peotone, Ill.

ELEVATOR FOR SALE at Walcott, Ia. Capacity 45,000 bushels. Engine, 35 horse power. Best of condition. Located on C., R. I. & P. tracks. Address Schwarthing & Co., Walcott, Ia.

ELEVATOR FOR SALE in southwestern Iowa on main line of C., B. & Q. Doing good business. Hopper scales, gasoline engine. Address Wish, Box 12, Grain Dealers Journal, Chicago, Ill.

GRAIN AND LIVE STOCK business for sale. Good location in Kansas. Good farming country; business established 24 years. Reasons for selling, old age. Address Alex Knott, Belle Plaine, Kans.

ELEVATOR FOR SALE, 20,000 bus. capacity, cribbed construction; modern in every respect; nearly new; located near the center of Iowa on C., R. I. & P. R. R. Good reason for selling. A snap if taken soon. Address B. F. Orr, Traer, Iowa.

ELEVATOR AND FEED MILL in a large town in Central Illinois for sale at \$4,000. Big coal business in connection. Have other interest requiring my personal attention. Address Winkle, Box 11, Grain Dealers Journal, Chicago, Ill.

FOR SALE OR TRADE—Twelve thousand bushel capacity elevator at La Grange, Ind. Gasoline engine power. Fine grain country. Excellent retail trade in flour, seeds, coal, lime and cement. Write Guy Harris, in care of S. Bash & Co., Fort Wayne, Ind.

ELEVATOR AND HAY warehouse at Aboite, Indiana, for sale. In the finest grain section of the state. Large flour exchange trade. Good point for retail coal and feed trade. Handles 100 to 200 cars of hay every season. Write S. Bash & Co., Fort Wayne, Ind.

TWO ELEVATORS for sale; one on C. & E. I., one on Big 4; 20,000 and 15,000 bushels' capacity. Doing a good business. Handle from 280 to 340 at both places. Both work together handsomely and must be sold together. Good territory, good condition; money makers. Outside cribs on own ground. Price, \$10,000. If you mean business write us; if not, save your stamps. For particulars, address E. & F., Box 4, Grain Dealers Journal, Chicago, Illinois.

NEW CRIBBED, steel sided, slate roof elevator for sale. Two dumps, one for ear corn and the other for small grain. Two stands for elevators; cups  $7\frac{1}{2} \times 12$  in. and  $6\frac{1}{2} \times 10$  in. Five-ton Howe wagon scale; one hopper scale; No. 2½ Western corn sheller; large size Western shaker cleaner; large size A. T. Ferrell seed and grain cleaner; gravity car loader. Brick engine house; 20 h. p. Erie engine and boiler. Cob house adjoining; private side track to Penna. R. R. Three lots; fine farming community. 12,000 bu. capacity, easily increased. Low insurance rate. Address Lock Box 21, Bettsville, O.

**ELEVATORS FOR SALE.**

GRAIN & COAL business for sale in Southern Iowa. This is a good money making business. Address Elevator Box 3, Grain Dealers Journal, Chicago, Ill.

ELEVATOR in corn belt of Illinois for sale. Handles over 200,000 bu. annually. Good reasons for selling. Address Bark, Box 12, Grain Dealers Journal, Chicago, Ill.

ONE NEW 10,000 BUSHEL ELEVATOR and coal trade for sale. Good grain and hay point. One corn dump. Reason for selling, other business to look after. W. L. Bristoll, Mt. Blanchard, Ohio.

ELEVATOR, 15,000-bu. capacity, for sale, with corn sheller and warehouses to store 50,000 bu. of grain; good wholesale and retail trade; in good black land country; with good corn crop now made; same will begin to move by September 15th. Address, O. H. Black, Leonard, Texas.

A GOOD ELEVATOR for sale in South Dakota. Eastern part of state, located on Omaha R. R. 20,000 bus. capacity, cribbed construction. Also good coal business. Good wheat, oats, barley, corn, and flax country. Cash price \$5,500. Address H. J. Sals, Humboldt, S. Dakota.

GRAIN, LUMBER and milling business for sale. Central Iowa; elevator capacity, 40,000 bu.; crib capacity, 25,000 bu. Big corn crop; good town, 400; good school, church, and banking facilities. For full description, price and terms, address Berts, Box 9, Grain Dealers Journal, Chicago, Ill.

ELEVATOR, capacity 10,000 bu., for sale in best wheat belt in Okla. Handled 125,000 bu. wheat last year. Elevator built two years. 7 h.p. gasoline engine; No. 3 Eureka cleaner; 200-bu. Howe hopper scale; Howe wagon scale; two legs. Elevator boxed and sided with ship-lap. Town of 700 inhabitants; good churches and fine brick school-house. Also coal bins on side track and coal business. Best of competition. Address Hut, Box 2, Grain Dealers Journal, Chicago, Ill.

INDIANA ELEVATOR for sale. Almost new. 15,000 bu. capacity. No competition. In an average year this elevator will handle 200,000 bu. corn, wheat and oats, 1,200 tons coal and 25 cars tile. Also 125,000 to 200,000 bu. seed. Good flour trade. Splendid location for implements, lumber or live stock. This is a gilt edge property and will bear the closest investigation. Price, \$7,500. Address A. B. C. Box 8, Grain Dealers Journal, Chicago, Ill.

WE OFFER for sale at Olive Branch, Ill., on the C. & E. I. R. R., 20,000-bu. cribbed elevator, covered with drop siding; corn cribs for 5,000 bushels; two 5-ton wagon scales; one 500-bushel hopper scale; one stand of elevators large size; Huntley cleaner; 10 h. p. gasoline and 25 h. p. steam engine. Plant is almost new. Ships about 75 cars wheat and 20 cars corn; business growing each year. 10,000 seamless cotton bags. Plant pays for itself every three years. Price, \$5,000. Address, The Sidell Grain & Elevator Co., Sidell, Ill.



## ELEVATORS FOR SALE.

**ELEVATOR FOR SALE**, nearly new, 12,000 bushels capacity. Good opportunity. A. C. Bohrnstedt, Cadott, Wis.

**ELEVATOR AND FEED MILL** for sale, at Twining, Mich., on Detroit and Makinac R. R. Fred Twining, Twining, Mich.

**ELEVATOR**, lumber yard, coal shed, implement house, on two private lots, stock of lumber, coal and implements at invoice, 75 acres of land, well fenced, two dwelling houses, wind mill, barn, sheds, in a good grain community. Price, \$12,000. Veldhouse & Son, Holmes, Ia.

**MILL & ELEVATOR** for sale. 50 bbl. mill, swing sifter, full roller process; run three years. New elevator 30 feet from mill with rope drive. Business paying 25 per cent net on price asked. Failure of health only cause for selling. Address E. W. Phares, Tipton, Ind.

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**CORN MANUFACTURERS.** If you would be interested in a proposition to secure unexcelled facilities, advantages and market, communicate with

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**THE BELT RAILWAY OF CHICAGO** transfers freight cars between the different railway lines, industries and warehouses in and about Chicago. Its tracks extend from the C. M. & St. P. Junction (Cragin) to South Chicago and the South Chicago docks, connecting with all railways entering the city. Industries located on the line of the Belt Railway are afforded unequalled switching facilities and the great advantage of connections with all Chicago railroads. This advantage, which enables shippers to avail themselves of competitive rates, can hardly be overestimated, and as the Belt Railway handles interchange business between all connecting lines, there is an abundant supply of cars for shipments of all kinds.

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**STEEL STORAGE TANK**, 55,000 bu. capacity, to lease, with track, track scale and elevator privileges. Address, T. G. White, Cedar Rapids, Ia.

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**SAVE MONEY ON MACHINERY**, engines and boilers, pumps, feed water heaters, fans, blowers, air compressors, gasoline engines. All sizes in stock. Write A. L. Dawson & Co., 29 W. Washington St., Chicago, Ill.

## The Value

of an "ad" is not measured by what it costs, but by what it pays the advertiser.

## ELEVATORS WANTED.

**WANTED AN ELEVATOR** to rent. Address Box 62, Parkersburg, Ia.

**WANT TO BUY** an elevator. Address Box 154, Lesterville, S. D.

**ELEVATORS WANTED** in Illinois, at a price for which they can be sold. Aaron Smick, Decatur, Ill.

**ELEVATORS WANTED**, that are handling a good business. Address J. W., Box 9, Grain Dealers Journal, Chicago, Ill.

**ELEVATOR WANTED**, modern, up-to-date. Located in corn and oats territory. Will pay cash. Write full descriptions and prices. Address R. G., 617 Glendale St., Peoria, Ill.

**WANTED**—To buy a small line of elevators in Northwestern Iowa, Northeastern Nebraska, or Southeastern South Dakota. Address, El. Co., Box 4, Grain Dealers Journal, Chicago, Ill.

**I WISH TO BUY** or rent a small line of elevators. Iowa preferred; with good competition; doing not less than 75,000 bu. each. Address B. A., Box 2, Grain Dealers Journal, Chicago, Ill.

**ELEVATORS** in southern Minnesota on the Omaha R. R., wanted in exchange for a section of wild land free from incumbrance near Carrington, N. D. Address Box 594, Windom, Minn.

**WILL EXCHANGE** \$90,000.00 worth of stock in a well established coal mining corporation for good country elevators in Minnesota, North Dakota or South Dakota. The mines owned by the corporation are in Kentucky and are producing 1,000 tons daily. This will bear close investigation. Address, Security, Box 4, Grain Dealers Journal, Chicago, Ill.



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Rubber Protectors, \$2.00  
Metal 1.50

Sent postpaid on receipt of price; or on trial to responsible parties. Have automatic valves and fine sponges

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tells you what to do and how to do it when your engine gets out of order. It also tells all about the care and operation of a gas or gasoline engine.

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255 La Salle St.

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**FLOUR MILL** for sale; on railroad track, in fine southern Minnesota town; capacity, 100 bbls.; in good condition. Must go soon. Address, W. J., Box 4, Grain Dealers Journal, Chicago, Ill.

**STEAM POWER ROLLER MILL**, 45 to 40 bbls. capacity, for sale. Plan-sifter system; in good wheat belt. Plenty of cheap fuel; also 20 acres of land; good house and barn, and plenty of out buildings. Steinhall & Velveine; Oriole, Ind.

## MISCELLANEOUS.

**NO USE FOR HOT BOXES.** Grain elevator men, give us your names and postoffice addresses, and we will send you samples of our lubricating oil and grease by mail prepaid, with prices, showing you a saving of from \$3 to \$7 per barrel on the highest fire test oils made. Address, Independent Oil Co., Mansfield, O. Mention this paper.

## EXCELLENT OPENINGS FOR MILLS

All owners of flour mills and grain elevators located in the older-settled sections at points where conditions are not entirely satisfactory can be accommodated with locations along the



We will be glad to give particulars regarding very fine openings for mills, especially in the best wheat growing sections of Oklahoma where large quantities of wagon wheat can be secured. Excellent inducements can be secured from local parties.

Write for a copy of handbook entitled "Opportunities".

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## The Gas and Gasoline Engine and Its Age

By NORMAN & HUBBARD

Is a practical hand-book of questions and answers on any difficulty that may arise in the care, management and operation of a Gas or Gasoline Engine. It is a reference book for users and those contemplating the purchase of a gas or gasoline engine.

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**SITUATIONS WANTED.**

**POSITION WANTED** as buyer for some grain firm. Seven years experience. Can give the best of references. Address Temple Box 12, Grain Dealers Journal, Chicago, Ill.

**POSITION WANTED**, as buyer or manager for elevator. Twelve years experience in grain and hay. Salary or commission. Bond and reference. Address "K" Box 73, Hebron, Ohio.

**SITUATION WANTED** as bookkeeper for grain firm, or manager of country elevator. Seven years' experience in managing an elevator that received 800,000 bus. annually. Bond and reference. Address, McL., Box 63, Manteno, Ill.

**GOOD RELIABLE MAN** wants position in an elevator. Understands how to handle all elevator machinery and to grade grain. Experienced; A-1 references. Prefer position in western states. Address P. K., Box 11, Grain Dealers Journal, Chicago, Ill.

**SITUATION WANTED** with firm doing large wholesale business; have had 5 years' experience with a Philadelphia grain and hay firm as bookkeeper. Understand the business; can furnish good references. Address, S. U. F., Box 4, Grain Dealers Journal, Chicago, Ill.

**SITUATION WANTED** as accountant and office man, buyer or salesman, in some good grain house. Twenty-five years' experience in the handling of Grain and Hay at wholesale and retail. Am familiar with the Texas trade and its requirements. J. J. Hanna, Galveston, Tex.

**SCALES FOR SALE.**

**SCALES** for elevators and mills; low-est prices. Chicago Scale Co., Chicago.

**THE BEST** heavy scales for grain dealers. Government Standard Scale Works, Terre Haute, Ind.

**ELEVATOR SCALES**—We make a specialty of wagon, portable, platform, dormant, hopper and warehouse scales. Send for our latest catalog of elevator scales. Osgood Scale Co., 305 Central St., Binghamton, N. Y.

**FOR SALE**—30 sets of 42,000-pound Fairbanks-Morse Compound Beam Hopper Scales, as good as new. Can furnish framing timbers with these scales. Prices on application. Trans-Mississippi Grain Co., 532 Bee Bldg., Omaha, Neb.

**FAIRBANKS STANDARD SCALES** at 70-80 per cent discount. New. Don't pay any more; don't buy second-hand scales when you can get the genuine Fairbanks Standard, new, for less money. Address, for particulars, P. O. Box 194, Chicago, Ill.

**ELEVATOR AND MILL SCALES** for sale. Our Hopper, Wagon, Warehouse and Railroad Track scales are recognized by successful grain operators as the STANDARD for accurate weights. Not controlled by a trust. Address Des Moines Scale & Mfg. Co., Des Moines, Ia.

**BRAN WANTED.**

**CORN BRAN WANTED.** Address John Wade & Sons, Memphis, Tenn.

**HAY FOR SALE.**

**HAY, STRAW AND GRAIN** for sale in carloads or mixed cars. Especial attention given local shipments. Write for prices. Kunz Bros., Wesley, Ia.

**HAY WANTED.**

**TIMOTHY HAY** and clover and timothy mixed hay wanted. Address John Wade & Sons, Memphis, Tenn.

**WE** want your next consignment of HAY and STRAW. Address R. F. Morrow Commission Co., Chicago, Ill.

**WANTED PRICES** delivered Nashville on No. 1 and No. 2 timothy and No. 1 mixed hay for prompt shipment. Geo. W. Hill & Co., Nashville, Tenn.

**HAY WANTED.**—We buy hay f. o. b. your track and handle on regular commission of 50c per ton. Write us. National Grain & Hay Co., Indianapolis, Ind.

**OUR COMMISSION**, 50 cents per ton. It will pay you to send for our mkt. report. If you have straw to sell, quote us. E. K. Lemont & Son, 465 Bourse Bldg., Philadelphia, Pa.

**INDIANAPOLIS, IND.**—We give personal attention to all details affecting shipper's interests. Consign your Hay to The Hunter Co., 61 Board of Trade. Members Nat. Hay Ass'n. Write for letter.

**HAY WANTED.** We want your consignments of Hay, Straw and Grain and assure you top market prices and quick returns. Will advance reasonable amounts. National Warehouse & Storage Co., St. Louis, Mo.

**TRY US** with a consignment of hay and grain, and be convinced that we can serve you better than any other firm in the business. Elevator and warehouse on N. & W. Railroad. Address Suffolk Feed & Fuel Co., Commission Merchants, Suffolk, Va.

**GRAIN FOR SALE.**

**WHEAT, OATS, CORN** and ground feed for sale. J. A. Sauer, LeMars, Ia.

**WHITE WHEAT** for sale. If in need of white wheat write or telegraph Sam Williamson, Salt Lake City, Utah.

**MIXED CARS** a specialty—flour feed, rye, oats & corn. Send along your orders. Goshen Milling Co., Goshen, Ind.

**GRAIN FOR SALE**—"Phoenix Brand" Poultry Food, "Monitor Brand" Chick Food, Chicken Feed Wheat, Kaffir Corn, Feed Barley and a full line of materials suitable for feeding poultry and pigeons. THE ILLINOIS SEED COMPANY, Chicago, Ill.

**HELP WANTED.**

**YOU CAN** get a good situation if you will watch this column, for grain men desiring help make their wants known here. Salle St., Chicago, Ill.

**SEEDS WANTED.**

**WANTED**—Alfalfa, Millet, Cane Seed, Kafir Corn and Timothy Seed in car lots. W. H. Small & Co., Evansville, Ind.

**BLACK SEED OATS** wanted. Send sample and quote us. Address Anchor Hay & Grain Co., 22nd & Morgan Sts., St. Louis, Mo.

**WANTED IN CAR LOTS**, St. Charles Red Cob, White Cob, Southern Paragon, and Millet. Quote with sample. Manitowoc Seed Co., Manitowoc, Wis.

**NORTHERN CLOVER SEED** WANTED. Good quality, free from buck and plantain. Submit samples and prices. Louisville Seed Co., 232-234 2nd St., Louisville, Ky.

**AM IN THE MARKET** for Medium and Mammoth Clover, Alfalfa Seed, Cane Seed, Early Fortune, German and Broom Corn, Millets. Address J. G. Peppard, Station A, Kansas City, Mo.

**GRAIN WANTED.**

**MILLING BUCKWHEAT** wanted. Address H. J. Klingler & Co., Butler, Pa.

**GOOD MILLING BUCKWHEAT** wanted in car load lots. Write for price. Address Johnson & Son, Goshen, Ind.

**EAR CORN WANTED** in car lots. Also oats, rye, hay and tangled rye straw. Address Johnson & Son, Goshen, Ind.

**WANTED**, 300 bu. of guaranteed Spring Rye. Mail sample with price. John A. Salzer Seed Co., La Crosse, Wis.

**CONSIGNMENTS** of hay and grain wanted. Write for our weekly market report. S. T. Beveridge & Co., Richmond, Va.

**WE ARE** always in the market for EXPORT CORN. Highest price. Consignments corn and oats solicited. Write us. Thos. Johnston Co., Baltimore, Md.

**CONSIGNMENTS** wanted of hay and corn; also prices delivered at Louisville and Lebanon Junct., Ky. Samuels Hay Grain Co., Lebanon, Ky.

**WANTED TO CORRESPOND** WITH shippers of Grain and Hay. Quote prices f. o. b. your track. Geo. T. King, Grain and Hay Broker, Richmond, Va.

**GRAIN WANTED**—We handle everything in the grain line. Have outlet for off-grades. Send us your consignments and we will guarantee you satisfaction. Address National Grain & Hay Co., Indianapolis, Ind.

**NEW YELLOW EAR CORN** wanted. Also all grades new and old shelled corn, oats, and etc. I am a steady buyer car lots for direct shipment from interior points. Address J. C. Mitchell, 255 La

PURE BRED—FIRE DRIED

**SEED CORN**

Grown and raised by

**R. S. STALL & CO.**

Thorntown, Boone Co., Indiana

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**SEEDS****Grain, Clover and Grass Seeds,  
CHAS. E. PRUNTY,**

7, 9 and 11 South Main St. SAINT LOUIS.

The Rate for Advertisements in above Departments is 15 cents per line each insertion.



## SEEDS FOR SALE.

**HUNGARIAN Seed for sale.** Write for samples and prices. Address C. E. Nichols & Co., Lowell, Ind.

**SEED CORN for sale;** Johnson County White Dent; a first award winner everywhere. Write for circular and price list. L. B. Clore, Franklin, Ind.

**STOCK PEAS for sale.** Several cars whips, clays, blacks and mixed stock peas. Special prices. Address Sledge & Wells Co., Memphis, Tenn.

**MILLET, CANE SEED, Kaffir Corn,** Alfalfa, Blue Grass and all kinds Grass Seed for sale. Address J. G. Peppard, Station A, Kansas City, Mo.

**GOOD SEED OATS for sale,** about 1,000 bus., cut before September frost, clean and free from all foul seeds. Address Buffalo Ranch, Regina, Man.

**WESTERN HEADQUARTERS for** Alfalfa, Clover, Timothy, Millett, Sorghum and Kaffir Corn. Write for prices. Missouri Seed Co., Kansas City, Mo.

**ALFALFA SEED—Highest award at** St. Louis Exposition; also have cane, Kaffir corn and other farm seeds. Write for prices. McBeth & Kinnison, Garden City, Kans.

**WE ARE buyers and sellers of Clovers,** Timothy, Hungarian, Millet, Blue Grass, Red Top and other Field Seeds. Correspondence solicited. THE ILLINOIS SEED COMPANY, Chicago, Ill.

## SEEDS FOR SALE.

**TO HARVEST GOOD CROPS** you must sow GOOD seed. Let me send you my Seed Catalog, it is descriptive of Hardy, Early, and good Yielding varieties of Wheat, Barley, Corn, etc. Wholesale price list to dealers. Address, Fred Meier, Seed grower, Sleepy Eye, Minn.

**SEED BARLEY AND SEED OATS.**—We have a few cars of choice bluff grown, Up River Barley that is clean, good weight and color. Also a few cars of bluff grown American Banner seed oats. Prices and samples sent upon application. R. E. Jones Co., Wabasha, Minn.

**SEED CORN and Garden Seeds for sale.** Have you ever seen our large catalog on Seed Corn, Garden Seeds, Flowers, Small Fruits, Fine Poultry, Chester Hogs, and Polled Angus Cattle? Write us today and get our free catalog for 1905. Simon Bell & Son, R. F. D. 3, Junction City, O.

**AFTER OUR CONTRACT ORDERS,** we have a surplus of the following varieties: Champion of England peas, Telephones, Advancers, Everbearing, Heroines, Duke of Albany, Nott's Excelsiors, American Wonder's, Alaskas, First & Best. Also Jap Millet, and Stowells Evergreen sweet corn. Write for prices stating quantities wanted. Address Forrest Seed Co., Cortland, N. Y.

## SEEDS FOR SALE.

**CLOVER AND TIMOTHY seed.** Write us for samples and prices. Car lots or less. Horner Elevator & Mill Co., Lawrenceville, Ill.

**MACARONI WHEAT for sale in any** quantity. Bromus Inermus, Timothy, Millet, Spring Rye, Etc. Address Fargo Seed House, Fargo, N. D.

**SEED CORN, OATS AND BARLEY.** Write for wholesale prices. I grow my own seed. Special attention given to growing the best standard varieties of corn and Silvermine oats; rust proof. G. M. Gwynn, Essex, Iowa.

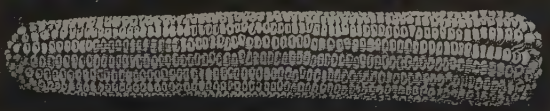
**CARLOADS AND LESS:** Red Clover, White Clover, Alsike, Kentucky Blue Grass, Red Top and Orchard Grass. Samples and quotations gladly furnished on application. Address W. H. Small & Co., Evansville, Ind.

**CLOVER, TIMOTHY AND ALFALFA for sale,** to the trade. We offer the best kinds that grow. Alfalfa from seed that makes best growth and best adapted to this country. We sell it more reasonably than others, re-cleaned seed at \$12.50 per cwt; Turkestan \$14.75 per cwt; Red Clover \$11.50 to \$12.50 per cwt; Timothy Seed \$2.50 per cwt. We have the genuine article re-cleaned from obnoxious weed seed. Send for sample and firm price. Be friendly. Write us. A. A. Berry Seed Co., Box 105, Clarinda, Iowa.

## IOWA GROWN SEED CORN

Direct from the grower—scientifically bred—naturally cured and so selected as to produce a full even crop of corn. Nubbins and half-filled ears are scarce where you plant VANSANT'S SEED CORN. Our Seed Corn is GUARANTEED to grow where any corn will grow. It has the highest germinating power. If you want full weight on the market, or profit in the feed yard, we have seed corn that will produce it. CATALOGUE FREE. Prompt attention to orders. Send orders early.

W. W. VanSant & Sons, Box 36, Farragut, Iowa



## PURE BRED SEED CORN FREE.

**FREE—4 large packets of PURE BRED, FIRE DRIED SEED-CORN** with our large illustrated Farm, Field and Garden Seed Catalog. We grow and sell 25 of the leading and best varieties of seed corn and ship either in the ear or shelled. Just send us your name and address on a postal card and you will get the samples and catalog free by return mail. Write today. Always address **J. B. ARMSTRONG & SONS, Shenandoah, Iowa.**

Box 23.

Originators of the seed corn business.

## SEED CORN IOWA GROWN AND TESTED 99 PER CENT

**Iowa Gold Mine,** per bushel \$1.25 3 bushels at \$1.20; sacks free. **Iowa Silver Mine,** per bushel \$1.40, 3 bushels \$1.30; or by mail 1 pound 20c, 3 pounds 50c.

**Our 25 Offer** 300 kinds of Flower Seed, 10 full sized packages of Garden Seed, and a 15-cent seed check good for 15 cents worth of any kind of seed in our catalogue. All packages at 1, 2 and 3 per package. Cut out this ad. and write today. **Address to 55 F.**

**F. C. GRAVES SEED CO., Des Moines, Iowa.**

## SALZER'S SEEDS



**Beardless Barley**  
The barley of your dreams; no beard; easy to harvest; always big yielding. Mr. Wells, of Orleans Co., N.Y., threshed 121 bu. per acre. You can beat this in 1905.

**National Oats**  
The marvel and wonder! Yields 300 bu. per acre.

**Billion Dollar Grass**  
Will produce 12 tons magnificent hay and Teosinte 80 tons of green fodder per acre!

**Look At These Yields**  
Speltz, 80 bu. grain per acre.

**Macaroni Wheat,** 80 bu., Corn 800 bu.

**Victoria Rape,** 40 tons of green food.

**Pea Out,** 85 tons.

**Potatoes,** 800 bu.

**For 10c in Stamps**  
We mail lots of farm seed samples and catalog.

**Absolutely Free**

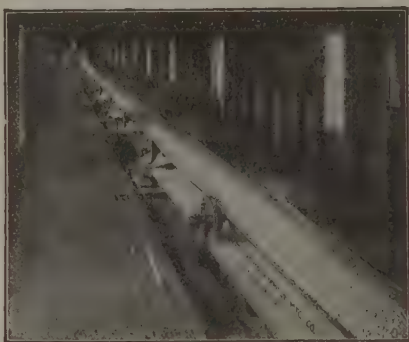
If you will send us the accurate address of three wide awake farmers, to whom we can write, giving your name as reference, so that we can mail to them our great plant and seed catalog, we will send to you, free of all cost, our magnificent 140 page catalog and a package of

**Egyptian Clover**

Coming from the highlands of Egypt, the land of the Pharaohs, the Sphinx and the Pyramids, the land of luxuriant verdure and prodigious growth! This Clover will astonish you.

You may send the three names on a postal card, with full address, and be sure to give your name and address and name of this paper correctly when sending the three names.

**John A. Salzer Seed Co. LA CROSSE WIS.**



## Grain Elevator Machinery

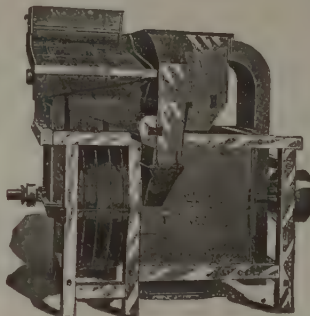
Belt Conveyors	Shafting
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Boot Tanks	Friction Clutches
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## INVINCIBLE OAT CLIPPER



This is the way it earns money for you.

1. Less power used.
2. Capacity greatest for power and space used.
3. Life of machine longer.
4. Less attention needed.
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*It excels all on these points.*

This machine has the greatest capacity with a minimum shrinkage. It has large, wide shoes and great clipping surface. Made of all iron and steel. Capacity 2,400 bushels per hour. Write us about it.

**Invincible Grain Cleaner Co.**

Silver Creek, N. Y.

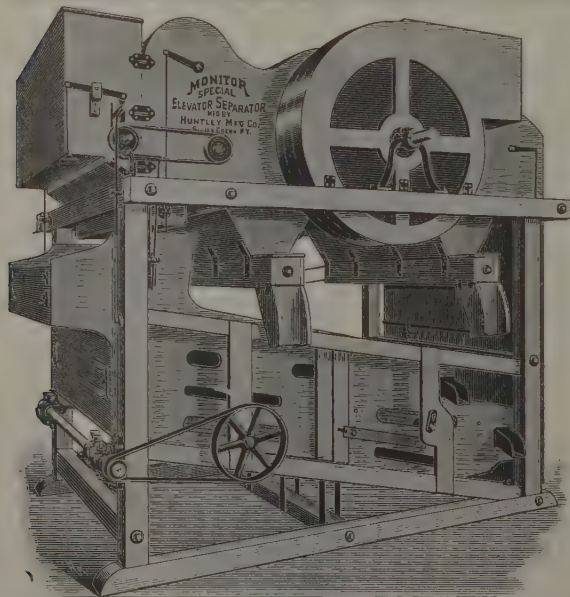
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## A Thirty Days Free Trial

of the Monitor Special Elevator Separator will convince you that it is the most efficient, economical, and satisfactory. It has improved air separations, and far superior screen separations. Its reciprocating and compensating action together with its extra heavy weight gives it twice the life of the ordinary machine, by eliminating heavy jarring.

**HUNTLEY MFG. COMPANY**

Silver Creek, N. Y.

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**Make Most Money**





GOLD MARKS SIGNIFYING QUALITY  
OF CIRCULATION HAVE BEEN  
AWARDED THE GRAIN DEALERS  
JOURNAL BY THE AMERICAN  
NEWSPAPER DIRECTORY

## GRAIN DEALERS JOURNAL

Published on the  
10th and 25th of Each Month

BY THE

**GRAIN DEALERS COMPANY**

255 La Salle Street,  
Chicago, Ill.

**CHARLES S. CLARK, Manager.**

### Subscription Rates

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One Year \$1.50; Six Months 75cents; Single  
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To Foreign Countries within the Postal  
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furnished on application. The advertising  
value of the Grain Dealers Journal as a  
medium for reaching the grain dealers and  
elevator men of the country is unquestioned.  
The character and number of advertise-  
ments in its columns tell of its worth.

### Letters

on subjects of interest to those engaged in  
the grain trade, and trade news items are  
always welcome.

Entered at Chicago, Ill., Post Office as  
Second Class Matter.

CHICAGO, ILL., FEBRUARY 25, 1905.

THE ventilated corn crib will soon be-  
gin to show its real worth.

STORING grain free for farmer pa-  
trons brings much grief and little profit.

THE jug-handled demurrage charge is  
still with us, because shippers are not dis-  
posed to fight it vigorously.

COOPERING cars, it seems, will never  
be done properly or thoroly in the interest  
of the shipper until he personally inspects  
the car before and after loading.

THE present Congress will soon ter-  
minate its existence and that, too, without  
passing the infamous McCumber Bill, pro-  
viding for federal grain inspection.

KEEPING SAMPLES of each carload  
shipped will always help shipper to re-  
fresh his memory of the grade and espe-  
cially when unjustly branded "rejected".

LOADING cars to the roof always pre-  
vents grain being graded until the car  
arrives at point of unloading. Yard or  
track inspectors will not give a grade to  
grain they cannot inspect.

AT LAST, we have again heard of the  
great American Farm Co., which was to  
revolutionize the system of handling  
grain and other farm products of this  
country and, incidentally, skin the farmer.  
An elevator purchased by this concern in  
Ohio has passed to the control of other  
hands.

WELL-DRAINED scale pits are at a  
premium in many places just at present,  
but grain dealers will forget all about  
their experiences by the time the spring  
improvement season is at hand.

CAREFUL grading of grain when bot  
at country points, as well as careful classi-  
fication before shipment, would encourage  
farmers to bring grain to market in bet-  
ter condition and insure dealers receiv-  
ing better profits on grain shipped.

IT IS easy for you to determine the  
exact percentage of moisture in corn be-  
ing received at your elevator by promptly  
shelling and thoroughly drying a bagful.  
The difference between the weight before  
and after will show the possible shrink-  
age.

"REASONABLY clean and dry" are  
terms still used in rules governing grad-  
ing by guess, and that too with the full  
knowledge and consent of members of  
the trade who recognize the advantage  
of classifying according to the percentage  
system.

COUNTRY TOWNS continue to en-  
act ordinances providing for prohibitive  
license fees to be collected annually from  
keepers of bucket shops. Some of the  
ordinances enacted are so broad as to  
include all private wire houses as well  
as bucket shops.

IT NOW seems likely that the U. S.  
Senate will succeed in its efforts to thwart  
the wishes of the people of the country in  
their earnest desire to have the inter-  
state commerce commission given suf-  
ficient power to prevent rank railroad dis-  
crimination and establish reasonable rates.

WHEN the grading of grain is re-  
duced to an exact science country ship-  
pers will be able to classify their grain  
accurately when they load it and to form  
a more definite idea of its market value  
in the different terminals. Grading by  
the old system (?) of guess has never  
been satisfactory and can never prove re-  
liable.

STATE laws requiring railroad com-  
panies to furnish weighing facilities for  
bulk grain may be enforced in intra-state  
shipments but are of doubtful value in  
the matter of interstate shipments. Laws  
requiring the installation and use of track  
scales can never prove of more value than  
the unreliable track scales even when  
heeded.

ELSEWHERE in this number will be  
found a resume of the decision of the  
United States Supreme Court sustaining  
the anti-trust law of Kansas. It is indeed  
unfortunate that the Secy., of the state  
assn., who in no wise profited by the  
pool, should suffer for those he was at-  
tempting to relieve from the results of  
their own efforts to destroy one another's  
business.

PURE SEED has many champions in  
different sections of the country this sea-  
son. The grain assns., railroads and the  
agricultural colleges are working earnest-  
ly and persistently to induce farmers to  
use the best seed obtainable. If the farm-  
ers can but be induced to exercise rea-  
sonable care in the selection of the best  
seed at hand a great improvement in both  
the quality and quantity of the crop har-  
vested will be effected.

WINTER shelled corn will soon give  
country shippers their usual spring un-  
easiness, and if a car famine occurs some  
are sure to suffer heavy losses on ship-  
ments. It will not be possible for either  
the delays or the losses to attain the pro-  
portions of last spring, but each season  
brings enuf to fully satisfy the losers.  
The earlier winter shelled corn is landed  
at destination the safer the owner will be  
from loss.

SHIPPERS of ear corn in husky con-  
dition, and especially those shipping to  
the Pittsburg market, will profit by read-  
ing the comment of our Pittsburg cor-  
respondent and heeding his advice. Buyers  
of ear corn in no market are disposed to  
pay the same price for husks and stalks  
as they will for clean, bright ear corn.  
When loading, run the ear corn thru an  
air blast and earn 100 per cent dividend  
on the cleaning.

IT HAS been so long since any oper-  
ator of a grain elevator was blown into  
the hereafter by an explosion of grain  
dust that the trade must soon begin to  
think there is no such thing. However,  
our news reporters can be expected to  
bring in something of this character be-  
fore long. Elevator owners and operators  
have not yet attained that degree of care-  
fulness which keeps elevators so clean  
that they are dust-explosion proof.

TRACK SCALES have been suffering  
from their annual attack of snow and  
ice. Old grain men who have had ex-  
perience with track scales are not com-  
mending them to their new champions.  
It is folly to attempt to force their use  
in weighing grain at any terminal, espe-  
cially if correct weights are desired. The  
strong winds of Kansas alone are enuf  
to make the weighing of grain on track  
scales impracticable in the Sunflower  
state.

COUNTRY elevator men are as clearly  
entitled to a loading fee of 1 to 2 cents  
per bushel as the terminal elevators are  
to an unloading fee. They not only origi-  
nate freight for the carriers, but they  
provide bulk freight depots and funds to  
operate them out of their own pockets.  
No doubt the Interstate Commerce Com-  
mission would uphold a loading fee to  
the shipping elevator since it insists it is  
legal for the carrier to give it to the re-  
ceiving elevator.

NOTWITHSTANDING the frequent and persistent protests of a large number of complaining organizations of shippers in different sections of the country, the Interstate Commerce Commission last week saw fit to continue the hearing of the Bill of Lading case until Mar. 22nd, at Washington, D. C. It is sincerely hoped that shippers will continue to send their protests to the Commission. The 120 percent so-called uniform bill of lading should not be tolerated by the shipping public, even in theory.

THE NATIONAL Hay Assn. does not seem to have secured a square deal in its efforts to have hay placed back in the sixth class, but this is not due to any disregard by the Interstate Commerce Commission of the rights of hay shippers. It did everything in its power to have it changed, but the courts have denied it such power, hence shippers must wait until they bring sufficient influence on the United States Senate to induce it to pass the Esch-Townsend bill. Do your senators know your needs? Write them.

SPRING will no doubt soon place an end to the movement of corn via Gulf ports, or at least it will reduce it to near the drying capacity of the driers already in working order, hence the corn shippers of the territory disputed by the Gulf and the eastern lines must soon expect a radical advance in freight rates. It behooves them not only to order and demand cars but, to load the stuff as quickly as possible and get it on the way in order to receive advantage of the low rates now in force. There has been some talk that the rate from Omaha to Baltimore would be raised at least 10c soon.

A SENATOR from Georgia by the name of Clay, probably Yellow Clay, has introduced an amendment to an appropriation bill adding seven sections about options and futures, and declaring them to be in restraint of trade among the several states. Senatorial courtesy denies the Senate the right to forbid any senator to do almost as he wishes while in the senate chamber, and we will not be surprised to find them using the subterfuge of an amendment to secure all kinds of undesirable legislation. It is not expected that the amendment shall be enacted into law, but then by presenting it as an amendment to an appropriation bill some action in regard to the proposition is forced upon Congress.

JIM BUTLER is filling the columns of friendly newspapers at Topeka with reports of his marvelous success in organizing a state assn., of independent elevator owners. He claims that at a meeting held in Topeka, Feb. 11th, F. S. Roesler, of Clafin, Kans., was elected Pres. and himself Secy. During the last four or five years Mr. Butler has been kept very busy

organizing, reorganizing and explaining different errors of organization with which he has been connected in the grain business of the state until the impression has gone abroad that he is one of the greediest grafters that ever succeeded in fixing his tenacles upon the grain shipping business of the state. The old-time line companies, with their bulldozing methods, are not in it with Mr. Butler and his different organizations.

#### THE UNIFORM BILL OF LADING.

The 120 per cent Uniform Bill of Lading hearing begun by the Interstate Commerce Commission in Chicago some months ago has not yet been completed, altho a number of dates have been announced for a continuance of the hearing at Washington. The date now set for the hearing is Mar. 22.

It is sincerely to be hoped that the shippers will not be tired out by the many hearings and the frequent continuances. The Commission and the railroad companies of the trunk line assn., should be given to understand emphatically at every hearing that the shippers will not stand for the unlimited greed given life by the so-called new uniform bill of lading.

The shipping public is entitled to reasonable rates and assumption by carriers of their common law liabilities. Such greed as that reflected by the new bill is not to be tolerated a minute, else by such toleration the railroad companies of the country be prompted to confiscate everything else in sight.

#### CITY SCALES.

No Country Grain Buyer Is Safe in Accepting Weights of City Scales.

Another case has recently come to light in which the city scales have been shown to be defective, hence the buyers who paid for the grain according to those scales will suffer a loss. If the city fathers insist upon all grain sold in the town being weighed over the city scales, then it behooves the buyer to keep his scales in prime working condition and weigh every load.

A buyer of eastern Iowa who resented this interference with his business, established a scale just outside the town limits, beside the main road from the surplus grain section, and there bought the grain before it went into town. He operated the only elevator in town, hence it was an easy matter for him to ignore the city scales. As title to the grain passed to the buyer before it entered the town boundary, the city fathers could not force him to weigh it on the city scales.

Suit for damages due to errors made by city weighers is one of the quickest and most effective methods of discouraging town aldermen from thus interfering with the local grain dealer's business.

#### CIVIL SERVICE RULES NEEDED.

All of the expenses of the grain registration and the inspection departments under the supervision of the Illinois Railroad and Warehouse Commission are borne solely by the grain shippers and buyers of the country, hence it is proper and right they should have a voice in the management and operation of these departments at least to the extent of insisting upon the adoption and rigid enforcement of such civil service rules for employees as will bring about improvement in the service. Grading grain by the old method of guess requires long experience in order to attain any degree of efficiency. Where each new administration brings with it a new force of inspectors the work can never prove uniform or very satisfactory.

Both political parties prior to the last election pledged to support civil service legislation, but the bills introduced in the legislature do not include these departments. The grain men of the country pay the expense alone, the state does not share it in any way, hence it is right that the grain shippers and buyers of the country who patronize the Illinois markets should be considered. The politicians should be called upon to keep their pledges. Is it your pleasure that the service be improved or further weakened by additional chicanery? Let your voice be heard.

#### CHICAGO WEIGHTS.

The politicians of Illinois, in their greed for more offices, have caused to be introduced into the State Legislature, House Bill No. 153, which provides for the appointment by the Railroad and Warehouse Commissioners of a State Weighmaster and the necessary assistants, in all cities where there is state inspection of grain.

The Commission has already taken upon itself to appoint so-called weighers in East St. Louis, but has never had the nerve to attempt it in Chicago. The shipping trade of the West and the buyers of the East and Southeast are well satisfied with Chicago weights and will greatly regret any change which will affect in any way the weighing of grain at Chicago.

The political weighman would not have authority to weigh any grain except that passing to or from a public warehouse, hence the city's grain trade would be encumbered with two weighing departments, and everyone would insist upon having Board of Trade weights. The Board of Trade weighing department, under the present management, has established an enviable reputation for correct weights. It has induced the railway co's. to improve their grain carrying facilities and to guard grain laden cars in their yards,



to the great benefit and profit of every man identified with the cash grain trade. No legislation, which in any way interferes with the department as it is to-day, can meet with any but emphatic opposition at the hands of dealers who will be forced to use the services of the political weighmen.

The grain dealers of Illinois have a voice in the matter and no doubt can wield some influence, but unless dealers outside the state write to them and stir them to action, it is very likely that the politicians will secure the much desired places for their faithful henchmen. It is simply pap that the politicians are after. The grain trade wants correct weights.

## SKIMMERS CONVICTED.

It has been almost a year since a Milwaukee grain commission firm was convicted by a judicial commissioner of skimming returns on consignments of grain to a country shipper. Again in this number it is our painful duty to announce another decision condemning the same practice and sustaining the decision of a lower court where a commission man was convicted.

In the last case, which has just been passed upon by the Supreme Court of the state of Minnesota, the commission man was convicted because he transgressed a state statute, hence the decision in a measure affects only those commission men doing business in Minnesota. It is doubtful, however, if a supreme court can be found in any state to uphold the skimming of returns by commission men. A state statute forbidding such robbery is not necessary in order to secure conviction.

The rules of most of the grain exchanges of the country take due cognizance of the fact that no commission man could ever hope continuously to serve well two masters, and especially if he be interested personally in the welfare of one of the masters; hence, buying of consigned grain by the consignee, unless it be with the full knowledge and consent of the consignor, has always been denounced by the trade.

During the last 15 years few commission men having memberships in organized exchanges have been convicted or sued for this dishonorable practice, and doubtless the last conviction will make commission men everywhere more careful than ever to keep all their actions above suspicion. Some exchanges have adopted rules requiring members acting in the capacity of commission men to return to consignors grain inspection and weight certificates, as well as all vouchers for money expended in their capacity as agent for the shipper. Some may fail to comply with the rule, but no doubt will hasten to make good whenever the shipper calls attention to the omission, as he should do.

The commission man is purely the agent of the shipper, and the shipper, as the employer, is entitled to a full and detailed report of the business handled for him by the commission man.

It will be remembered by close readers of the Grain Dealers Journal that one of the partners of Edwards, Wood & Co. was expelled from the Chicago Board of Trade several years ago. Later the name of the firm was dropped from the membership roll of the Grain Dealers Nat'l Assn. and a member of the firm escaped expulsion from the Milwaukee Chamber of Commerce by enjoining the directors of that organization until after he had ceased to be a member of the Exchange.

The action of the Minnesota courts serves to verify the convictions of many persons in the trade, hence the decision was expected, as well as hoped for by dealers opposed to skimming being encouraged by toleration.

## TWELVE POOLS.

An Ohio subscriber favors us with a bunch of literature sent out by C. C. Goodrich & Co., Mellers-bldg., Chicago, soliciting funds for investment, which indicates that the old scheme that was worked by the Fund W promoters, Pittsburgh Pool Workers, New York and St. Louis Get-rich-quick schemers is again being promoted in Chicago, or at least an effort is being made to catch suckers. It is truly remarkable how very credulous the average citizen is when offered an opportunity to partake in fabulous earnings.

Here is a concern which claims to be able to make from 100 to 175 per cent per annum on money, yet goes out into the country and offers to share these enormous profits with any one who will deposit funds with it. The company's literature on its face brands the scheme as a fake. Just note the following:

"In behalf of clients throughout the country our company is now actively interested in 33 different enterprises which we know to be worthy of your patronage, as they are controlled and conducted by brainy men of experience in their particular lines. The list of enterprises in which we are interested includes five distinctly separate wheat pools, four cotton pools, three corn pools, seven industrial enterprises and several smaller investments."

Few people have been known to keep up very long even when identified with one pool. To operate twelve pools surely requires more than one man and two stenographers, the office force which our representative found in the small apartments of the so-called investment brokers. They state in some of their letters that, "For several years past we have earned for our clients a yearly income of more than 150 per cent of their deposit, paid 2 per cent weekly dividends, handsome quarterly bonuses and other profits at various times," but fail to say for whom or where.

How very alluring such promises of remarkable gains and how very foolish of these very brainy men to give away any portion of such a very good thing! Most men who have a paying investment go to the banks when the business demands the investment of more funds. It is quite unusual to let entire strangers in different sections of the country in on the ground floor of such a good thing.

In one of their circulars they state, "We firmly believe that our modern methods are destined to make us the leading financial institution of the country. You are offered the opportunity to come in on the ground floor and place yourself in a position of wealth and independence. Do

not allow your progressive neighbor to forestall you in finding and utilizing this meritorious plan of investment."

The very brainy individual operating under this style of firm refuses to give his own name or give any explanation of the whereabouts of any of the persons given as officers on the firm's stationery, and none of the individual's names are to be found in the last city directory.

Their office is in a banking neighborhood, yet their depository, according to the firm's own letters, is the Calumet National Bank of South Chicago, some fifteen miles away. Why the firm should find it necessary to ignore all of the large banks at its doors and go fifteen miles away may be due to the fact that the downtown banks were unwilling to send out very strong letters of commendation.

It is said the concern has had an office in its present location about six months, and, according to its last annual statement and quarterly dividend notice, it cleared for confiding investors last year an average weekly earning of 3.08 per cent. We sincerely hope that the readers of the Grain Dealers Journal are shrewd enough to steer clear of such shallow games. The man who can make 156 to 178 per cent in any line of business is not canvassing the country seeking to induce small capitalists to share the profits with him.

## CARRIERS LIABILITY FOR GRAIN LOST IN TRANSIT.

No one doubts the carriers liability for grain placed in cars, but everyone doubts the ability of the average shipper to prove beyond all reasonable doubt of a jury that the claimed amount of grain was actually placed in the car before it was sealed. A Kansas City firm is suing the M., K. & T., for grain which it placed in cars, but part of which was not delivered at destination. Rail carriers have never denied their liability for such losses, but they have studiously sought to avoid their payment by ignoring the claims of grain shippers.

The grain shippers of the country have been so remarkably patient and tolerant of this rank imposition that some carriers have finally come to believe they are not liable for such losses. They acknowledge, without reluctance, their liability for the pound of ginger snaps which may have been stolen from a box entrusted to their care for transmission, but if anybody charges them with the loss of 100 bushels of grain in transit they deny liability absolutely. The shippers themselves are more to blame for this condition of affairs than anyone else. They have brought this rank imposition upon their business simply by blind toleration of a great injustice.

Country elevator men, who do not see the necessity of installing reliable weighing facilities, are not in a position to prove their claims, hence they also encourage the carriers in the careless handling of bulk grain.

Carriers are clearly liable and any shipper who can prove beyond any reasonable doubt that grain was lost in transit or after it had been loaded into cars, will be able to collect the amount of his loss from carrier promptly if the matter is properly presented for collection. Carriers know their liability and if a shipper presents a good claim strongly, it will be paid without hesitation.

## Letters From Dealers

### RUSTED WHEAT FOR SEED.

*Grain Dealers Journal:* I am satisfied that the wheat that was but slightly damaged by rust last fall will make good seed. There is plenty of good seed in the Red River valley to supply the demand. Where the wheat is very light it should be carefully fanned and screened so that none but sound kernels are left. This may mean a loss of 10 or 15 pounds to the bushel, but the farmers will get seed that will yield more than Canadian wheat imported for seed.

On my own farm I have experimented with Canadian seed and I find that the native American wheat yields the best. No farmer can make any mistake if he cleans well the seed he has. It will grow and produce a good crop. There is no risk in using it and the farmers are unduly alarmed. Well-cleaned wheat raised in this section last year that will grade No. 2 is good seed.—J. M. O'Neale, Supt. St. Anthony & Dakota Eltr. Co.

### LISTEN TO MY TALE OF WOE.

*Grain Dealers Journal:* Another company "busted," \$13,000 in the hole and 22,000 bushels of grain not accounted for. So runs the story of another farmers' company, which is now in the hands of a receiver.

A friend, knowing I had done good to other companies, tried to get the officers to let me examine their books. They replied that their manager was O. K.; that all that ailed these busted companies was that "the officers were N. G."

Now I want to know what directors know about the concerns of their company. They meet once a month, hear what the manager has to say, and go home. How many officers can take the books of their company and find out the condition of the company? The fact is, they are at the mercy of a manager unless they get some competent man to check their manager up.

I am sorry to hear such tales as this and trust it will be a warning to other companies.—Yours, "Cox".

### THE GRAVEYARD OF COMPLAINTS.

*Grain Dealers Journal:* I wish to applaud the energy and public spirit shown by your correspondent at Oshkosh, Wis., in giving vent to his disapproval of a policy that has come to be quite too common with commercial exchanges generally; i. e., ordering an investigation of some alleged malpractice and letting the matter rest there. In numerous instances, probably, the blame shud properly be imputed to the committees appointed for the purpose, which, being composed of busy men, are apt to shirk duties that do not concern their personal affairs; but, granting this, the officers of an exchange cannot divest themselves of the responsibility for seeing that some sort of a report is made in each and every case within a reasonable time. Nor shud the members in general feel that it is "none of their business," if some culprit is allowed to

escape the penalty of his misdeeds; every such blot upon the good name of the organization means an ultimate loss in dollars and cents to those who make up its membership, and the repeated miscarriage of justice inevitably results in a large diversion of business to other markets where the reputation of traders is without serious taint.—C. G. Gastwick.

### DESIRES TO HEAR.

*Grain Dealers Journal:* I believe that the grain assns. would do more effective work at their gatherings if they would have a general reception in advance of their first assembly. I attended a meeting some time ago with about 160 other dealers and inasmuch as the meeting was started before the number assembled exceeded forty, the greetings and "Howdy-do's" of the late comers almost broke up the meeting. It surely interfered with the proceedings and prevented many of those in attendance understanding what was going on.

All thru this meeting many of those in attendance gathered about the room in groups and talked, not because they desired to be discourteous to other dealers in attendance, but because they had many important matters to talk over with their friends.

Some dealers go to meetings with the honest desire to hear all discussions and if they are not permitted to do so it is natural that they should go out, go home, or else refrain from coming the next time. The talkers should be provided for. A reception hall or lobby near to the meeting hall should be arranged for all those who insist on carrying on a conversation during the proceedings should be requested to go to the reception hall. Then will the meeting be better attended, the proceedings be followed

more closely and more dealers will take part in the discussions. Dealers who cannot hear what has been said are very likely to respond to statements or arguments which do violence to their own convictions.

Hoping that some improvement may be brought about thru my suggestion, I remain,  
One-who-Desires-to-Hear.

### SEED EXPORTERS NEGLECT TO MARK BAGS.

*Grain Dealers Journal:* As a subscriber to the Grain Dealers Journal, which I read with untiring attention, I take the liberty to bring to the notice of its readers the manner in which importers of grass seed are served by handlers of that article on their side of the ocean.

Speaking of my own experience, I would say that it has, with one exception, been the custom for exporters in the United States to mark the bags of a carload before shipping same and mention the mark and number of bags in bill of lading. Yet this year I have received consignments from two different parties without bags or bill of lading bearing a mark. It has been most difficult and has involved considerable trouble, loss of time and money on my side to identify the bags in one case, while the other case is still unsettled, shipment not having arrived.

I refrain from going into details about all the unpleasantness that has resulted out of this oversight on exporter's part, and I would have passed the matter with silence in both cases, had not both exporters taken the unjust attitude to accuse us of trouble-seeking, causing them loss of money through cabling (this, because I had enquired by cable after marks, etc.), and to refuse paying me back the actual expenses I had incurred

### Directors Indiana Grain Dealers Assn.



A. F. Files. Miss Hall. J. W. McCordle.  
Cloyd Loughry. O. J. Thompson. Pres. Geo. C. Wood. E. K. Sowash.



in consequence of their carelessness. One of them had acted in the same way last season, and I can submit letters from him to show that he had promised the omission should not occur again. It did, nevertheless, and he writes a nasty letter besides, because, in my opinion, he prefers that attitude to owning his fault and apologizing for it.

Is there a possibility of bringing people with such arbitrary and unjust minds to their senses a little in your country, and is this most deplorable state of things going to last forever? I could furnish other proofs of how we, over here, are often treated by exporters of your country in the way of fulfillment of contracts; for instance, I could enumerate many instances, when I had bought and paid for a carload of seed, which turned out to be old seed of hardly any value, when new crop has distinctly been demanded, bought, and guaranteed by the suppliers.

Any large importing house on this side will no doubt be in a position to bring forward corroborative evidence out of their own experience to the correctness of my complaint.

I sent a representative over last summer to the various exporters, and he endeavored to win their confidence and explained to them the advantage of correct business dealings. With some he evidently succeeded, but the majority are as likely as ever before to take advantage of a confiding client, because they get their money before we have the seed.

I shall be very thankful for candid opinions on this subject.—Very truly yours, Conrad Appel, Darmstadt, Germany.

## Accept More Important Positions.

W. R. Sinks, General Superintendent of The Barnett & Record Co., for the past twenty years, and R. H. Folwell, Treasurer of the same Company, also Chief of their Draughting Department for five years, have both resigned their positions to become associated with a large contracting company known as James Stewart & Company, who do a very extensive general contracting business and have just been awarded a \$2,000,000 contract by the New Orleans Terminal Company of New Orleans. The Company has offices in London, England, New York, Baltimore, Pittsburg, New Orleans, St. Louis, and Messrs. Sinks and Folwell will on March 1st open for it another office in the Fisher Building, Chicago, which will be known as its Special Grain Elevator Department.

Mr. Sinks has been identified prominently with all the large contracts handled by The Barnett & Record Co. and is considered among elevator men to be an expert in elevator designing and construction.

Mr. Folwell is an expert structural steel designer, and has designed the large steel elevators built by The Barnett & Record Co. Just prior to his coming to them, he made all the drawings for the Great Northern Railway Co.'s three-million-bushel steel elevator at West Superior, and remodeled the Great Northern steel elevator at Buffalo.

The James Stewart & Co. is a co-partnership concern with J. C. & A. M. Stewart as principals. They are strong financially, enjoy the highest commercial rating, and have a world-wide reputation as being enterprising and up-to-date contractors. It will also be remembered by

some of our readers that it was this same J. C. Stewart who, a few years ago, surprised all England by building the great Westinghouse Works at Manchester, England, and the Savoy Hotel in London, both contracts amounting to several millions of dollars, for less money than asked by English contractors, and in one-quarter of the time.

Grain men will no doubt appreciate this strong and experienced combination, as the new types of fireproof grain elevators now so necessary are absolutely an experienced engineer's job.

## Asked— Answered

### WANTS BOOK ON FREIGHT RATES?

*Grain Dealers Journal:* Is there a book that explains the grain business, that is, rates, or how to figure rates, in fact anything that would be of use to anyone who is at work in a grain office and wishes to learn the business?—thoroly in the shortest time possible?—J. H. Callahan, McKinney, Tex.

### WHEAT AND BARLEY SEPARATOR?—OAT SIEVE?

*Grain Dealers Journal:* In reply to G. L. L. in the Journal Jan. 10, I would say that machines to separate wheat and barley are made and sold by all the grain cleaning machinery manufacturers who advertise in the Journal.

In regard to what kind of sieve is best to use in running oats over a cleaner I would say this depends entirely on the kind of dirt or trash to be removed. Almost every size of sieve from  $\frac{3}{8}$  to  $\frac{3}{4}$  to  $\frac{1}{2}$  by  $\frac{1}{8}$  is used sometimes to clean oats. The ordinary oats screen is 5-16 by  $\frac{3}{4}$  ins. This will scalp off corn, sticks and knuckle joints.—C. P.

### RIGHT TO BUILD ON RIGHT OF WAY?

*Grain Dealers Journal:* Mr. B, who has been in the grain business several years and whose elevator is located some distance from the track, was desirous of locating his elevator on the railroad company's ground along the track. He wrote the railroad company's superintendent, asking for a lease to erect an elevator but was informed that the request could not be granted; reason given, that the railroad company did not have the room.

In less than 60 days this railroad company allowed a line company to commence the erection of an elevator.

Has Mr. B any recourse on railroad company for discrimination, in the state of Illinois?—G. H.

### DISCOUNT ON HEATED CORN.

*Grain Dealers Journal:* We wish opinions on a condition, as follows: A car of corn, shipped to Buffalo, N. Y., from our station last winter, after being in transit nearly 60 days, was inspected No. 4 corn on arrival; the purchaser stating "would accept same on sale of No. 3 at  $1\frac{1}{2}$  cent discount, provided it graded same when unloaded in elevator."

The car was held on track about 15 days before unloading, when re-inspection

pronounced it no grade, it being in heating condition; whereupon the purchaser made an additional discount of 15 cents per bushel. We will add, also, that the growing season had arrived in the meantime.

We have not taken any action in the matter as yet, but feel that we should have recourse somewhere for the additional loss of 15 cents per bushel.

Whom can we hold responsible for this loss?—Illinois Shipper.

### TENANT ON SHARES—MORTGAGE?

*Grain Dealers Journal:* A farmer rents two farms; for one he pays cash rent; but for the other he gives half the crop and then gives a mortgage on his half of the crop that he has rented on shares to secure the payment of the cash rent.

The renter sells all the corn and the landlord notifies me that half is his; the party with the mortgage notifies me that he has this mortgage, and not to pay the renter until the mortgage was paid.

There was not corn enough to meet the mortgage and the renter seeing that there was nothing coming to him, refuses to pay the shelling. The corn is in the elevator and the sheller people demand their money from me.

Now then: Who is liable for the shelling, the renter being worthless?—Geo. M. Bryant, Depue, Ill.

### HOW MUCH WILL GROWERS LOSE?

*Grain Dealers Journal:* Will you kindly inform me how much the members of a farmers' elevator co., are ahead in the course of a year as the result of investing \$15,000 in an elevator, on which the interest is \$900, expense for help \$1,920, fuel \$150, oil and repairs \$200, overdrafts \$750, taxes and insurance \$200, making an aggregate expense of \$4,120 a year. I presume that some dealers would insist on an allowance of \$600, for loss on off-gades and short weights.

The stockholders of this company grow about 85,000 to 100,000 bushels of grain a year, but presume that they will ship 200,000 bushels a year. I am of the opinion that they would be much better off if they would pay the regular grain dealer a profit of 3 cents a bushel on all their grain. I would be pleased to know the opinions of other dealers on this point. A. & G. R.

Farmers who are plagued with rats are advised to haul their corn to market. Rodents have multiplied into a pest this winter in parts of Illinois. One farmer near Farmingdale tore down a crib and in a short space of time with the aid of 2 dogs and a revolver killed over 200 rats.

When will this rise stop? Not while traders quote and follow what Antwerp, and Buda Pesth, and Liverpool, are doing to the price of wheat. One of these places has no more power to change our price of wheat than the price of peanuts in Mexico has. A great many longs had lost their wheat and a great many shorts had lost their money. Whether it will be to-day or some other day, makes but little difference, but the same process is going to be worked as long as the consumption in this country is increasing and the production decreasing. That's the theory to work on; and stick to it until you see certainty of relief from the present stringency.—E. W. Wagner.

## Convicted of Skimming Returns.

The Supreme Court of Minnesota has sustained the decision of the Duluth Municipal Court in the case against Edwards, Wood & Co., grain commission merchants, of Minneapolis and Duluth.

The members of the commission firm, Robert H. Edwards, Lewin A. Wood and Forrest B. Wood, were arrested on Dec. 8, 1903, and were arraigned in the Duluth municipal court before Judge W. L. Windom, where they entered a plea of "not guilty." The court decided to continue the case until Jan. 5, 1904, and the defendants were released on bail.

On the adjourned day the case was tried before a jury and a verdict of guilty was found. A motion for a new trial was made and denied. From that motion the defendants appealed to the supreme court.

The prosecution resulted from complaints received by the railroad and warehouse commission from a large number of shippers of grain in North Dakota and Minnesota to the effect that the firm of Edwards, Wood & Co., who were doing business by virtue of a license granted and issued by the commission, had violated the commission merchants' law by withholding in each case a part of the proceeds accruing from sales of grain consigned to the firm, and that in rendering accounts of the sales, Edwards, Wood & Co. had, in each instance, reported a lower price per bushel than the price at which such consignments had actually been sold, defrauding the shippers in amounts ranging from  $\frac{1}{2}$  cent to 3 cents, and more, per bushel.

The complaints were formally filed with the commission on Nov. 25, 1903, by L. N. Freeman, of Valley City, N. D. A written statement duly verified, was filed with the commission, in which fifty separate and distinct cases were cited, and setting forth in each instance the car number and initial, name of shipper, point of shipment, date sold at Duluth, price sold at, price reported, gross weight, gross bushels, grade, net weight, name and address of purchaser, and the amount of money alleged to be due each consignor and wrongfully withheld by Edwards, Wood & Co.

In view of the grave nature of the charges, an immediate and thorough investigation was decided upon by the commission and for that purpose Commissioner C. F. Staples went to Duluth, where he made a personal inspection of the books of the firms named in the complaint. As a result of such investigation it was decided to institute criminal proceedings against Edwards, Wood & Co.

After the original complaints were filed against the firm, additional complaints were received, aggregating seventy in all. It was decided to take up the complaint of Victor Carlson, of Hallock, Minn., as the first one for trial. It was sworn to by Commissioner C. F. Staples, and it is the case that was finally decided in the supreme court.

The charges were that Victor Carlson, on Jan. 14, 1903, consigned to Edwards, Wood & Co., of Duluth, a carload of flax to be sold on commission; that the carload arrived in Duluth on Jan. 19, and that on Jan. 21 it was sold to the Hall Elevator Co., members of the Duluth board of trade, for \$1.20 per bushel, the commission firm having, on Jan. 20, notified the consignor, Victor Carlson, that it, the Edwards-Wood Company, had purchased the consignment at \$1.19 1-9 per

bushel. The Hall Elevator paid \$1,011.54 for the flax, and, according to the notice sent Carlson, he was to receive but \$1,007.33 for his shipment.

Edwards, Wood & Co., on the appeal, attacked the instructions of Judge Windom, who held that the offense charged was that of failing to make a true report within twenty-four hours stating the true price received for the car of flax; that the commission merchants omitted to perform a positive duty imposed upon them by law, and that they had no right to purchase the grain themselves when it was sent to them to be sold on commission. The decision of the supreme court is summarized in the following syllabus:

State of Minnesota, respondent, vs. Robert H. Edwards, Lewin A. Wood, Forrest B. Wood, copartners as Edwards, Wood & Co., appellants.

Section 2, chapter 225, laws of 1899, requires a commission merchant, duly licensed to sell grain on commission, to render a true statement to the consignor within twenty-four hours of making a sale, showing the grain sold, price received, name and address of the purchaser, and the date, hour and minute when sold, with vouchers for charges and expenses.

Held: This law contemplates an actual purchaser, other than the consignee, and the purchase by him of such grain, after close of business hours, at the highest price of the day upon the board of trade, is not a sale within the meaning of this act, and a report of such sale to the consignor is not compliance with its provisions. If the consignee makes such purchase and subsequently sells the same at an advance, such sale inures to the benefit of the consignor, and a failure to return to him a true statement, as provided, constitutes a violation of the law.

The consignor is not estopped from repudiating a purchase of grain by his consignee, unless he acquiesces therein and ratifies the same after being fully informed of the entire transaction, including a subsequent sale at a profit.

The statement in the criminal complaint that defendants wilfully and unlawfully made a false report, is immaterial. The penalty is imposed for a failure to render the report as provided, irrespective of intent, and it is immaterial that the consignee acted in good faith and in accordance with the custom of commission merchants in that locality.

Chapter 225, laws of 1899, is constitutional and not in conflict with the federal constitution as an interference with interstate commerce. Order affirmed.—LEWIS, J.

## Farmer Grain Dealers Meetings.

The Farmers Grain Dealers Ass'n, of Illinois held its annual meeting at Bloomington, Feb. 23rd and 24th, and discussed the following subjects:

The Penalty Clause Where Stock-Holders Sell to Other Firms.

Organization and Management of Farmer Elevator Co's.

In What Way Are Co-operative Grain Co's. Benefiting the Farmers of the State?

Are Stock-Holders in Co-operative Grain Co's. Becoming More Loyal to Their Institution?

Governmental Ownership of Railroads. Governmental Control of Railroads.

Is Our Grain to Follow the Oil, Hard Coal, Lumber, Beef and Pork into the Hands of the Combines and Cornerers?

Shall We Sell on Track or Consign Our Grain?

Reciprocal Demurrage.

Do Measures in the Illinois Legislature Go to the Highest Bidder?

Is It Not Time to Cut Out Politics and Vote for Men?

Is the Farmers Elevator Movement a Craze or a Movement for Industrial Liberty and a Square Deal?

What Are the Leading Requirements in the Successful Management of a Farmers Elevator Co.?

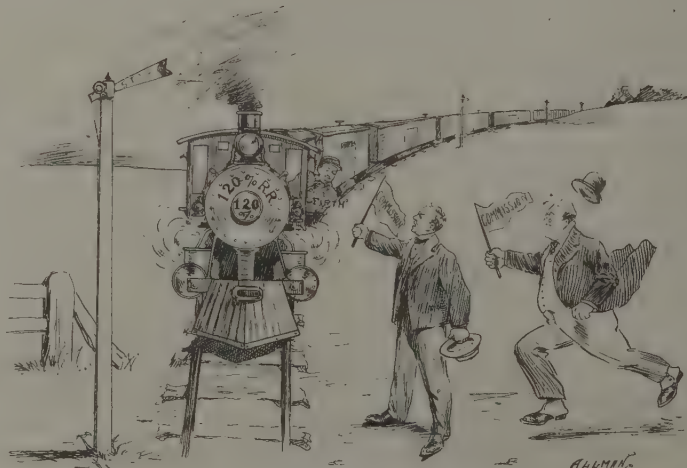
Should the Public Schools Teach the Science of Agriculture and Good Citizenship, as a Distinct Science of Duty.

When the Opposition Is Paying More for Grain Than It Is Worth, for the Purpose of Causing Dissatisfaction Among Stock-Holders, What Should the Manager of a Farmers Elevator Co. Do?

Should There Not Be a Division in Charge of a Commissioner in the Agricultural Department at Washington to Gather and Disseminate Useful and Practical Information to Educate the People in Co-operation and Promote Co-operative Organization?

What Is the Best Plan to Follow in the Organization of Co-operative Grain Co's. Among Farmers of the State?

Civil Service in the Illinois State Grain Inspection Department.



The Interstate Commerce Commission has Flagged F. J. Firth's 120 per cent Freight on its First Trip.



## Meeting of Farmer Grain Dealers at Fort Dodge.

The Farmers Grain Dealers Ass'n. of Iowa held a meeting at Fort Dodge, Feb. 21st. Pres. N. Densmore, of Mason City, presided. Among other subjects the following were discussed:

Importance of a State Ass'n. and the Good Work It Has Already Accomplished in Iowa.

How to Successfully Organize and Launch a Co-operative Grain Co. in Iowa.

Should a Stock-Holder Sell His Grain to a Competitor of His Own Institution Under Any Circumstances? If, So, What Conditions Justify Him In So Doing?

The Success of Co-operative Grain Co's. in Illinois.

What Margin of Profit Should Be Used As a Basis for Buying Corn?

Rural Education of Co-operation Among Producers.

Is the Penalty Clause Where Stock-Holders Sell Their Grain to Other Firms Necessary and Desirable?

What the Co-operative Grain Co's. Are Doing for the Farmers of Iowa.

Railroad Discrimination Against the Iowa Grain Grower.

Railroad Legislation.

Reciprocal Demurrage.

The Emancipation of the Grain Grower.

Requirements in the Successful Management of a Farmers Elevator Co.

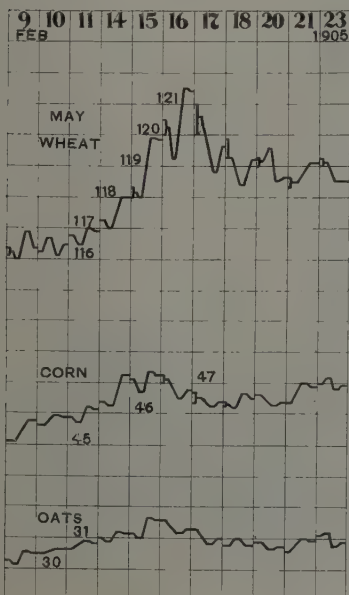
Our Greatest Tax; Its Assessors; Its Beneficiaries.

Shall the Grain Growers Own the Elevators and the Government Either Own or Control the Railroads?

Several speakers were on the program to talk upon each subject.

## Chicago Prices

The opening, high, low and closing quotations on wheat, corn and oats for the May delivery at Chicago for 2 weeks prior to Feb. 24, are given on the chart herewith.



## Crop Reports

Berne, Ind.—We have about 85 per cent of an average acreage of winter wheat. The condition is good.—C. G. Egly.

Argos, Ind., Feb. 16.—Wheat in this vicinity is in good condition, having been well protected by snow.—Isaac Reed & Son.

Washington, Kan., Feb. 9.—The ground is well covered with snow and the condition of wheat is supposed to be fair.—R. H. Braden.

Daleville, Ind.—The wheat acreage in Delaware county is small and the prospects unfavorable. Corn is moving, but slowly.—N. A. Grabill.

De Forest, Wis., Feb. 13.—The farmers are not delivering any grain at present, owing to the deep snow and poor roads.—Ernest Newell, mgr. DeForest Lumber Co.

Waverly, Ill., Feb. 20.—Little or no business in the grain line. No oats to move. Most of the corn marketed; feeders paying fancy price puts it beyond our reach.—H. E. Ensley.

Roanoke, Ind.—The acreage of winter wheat is up to the average and the condition must be good, as it has been covered with snow since early in December.—E. M. Wasmuth.

Minto, N. D., Feb. 20.—We had a light crop and the mill at this point was not opened. About 1,500 bus. of wheat in eltrs. and about 7 to 8 per cent still in farmers' hands. Weather has been milder for the last few days. The snow is about all gone.—Julius Wirkus.

Goshen, Ind.—The acreage sown to wheat is about up to the average. The condition is good. Last fall was a little dry, but we had rain late in the season and it has been well covered with snow all winter. All the farmers I have talked with seemed to feel sure of a good crop.—F. E. C. Hawks.

Lyndon, O., Feb. 21.—The wheat is looking as bright as a new pin to-day. The ice has not hurt it any, in fact, where the ice was the thickest the wheat looks best and the prospect is for a good crop. Mild weather prevails at present. There seems to be plenty of corn in the cribs and lots of it out in the shock yet.—D. Gwyn Coyner.

Dallas, Tex., Feb. 18.—Reports on the grain crop are very conflicting in regard to the damage done by sleet and ice. Some report that oats are practically killed and will have to be replanted, while others report that small damage has been done. With a break in the weather there will be a rush to get seed oats for spring planting and dealers are preparing for this rush. It will be several days before anything definite is known.—J. S. W.

Sadorus, Ill., Feb. 23.—The corn in this locality was of good quality and the movement extra good. Not more than 10 per cent of the corn in Champaign county is in the hands of farmers. There has been but little trouble in getting cars, therefore there is very little in eltrs. More oats are in the hands of farmers than corn and some eltrs. are loaded since harvest with 32 and 34 cent oats, and still holding.—J. H. Rankin, agt. Sufferin, Hunt & Co.

Spokane, Wash., Feb. 18.—Little wheat is left in this section of the country, and millers are confronted with the probability of having to close. Owing to the heavy eastern demand, at higher prices than were obtainable on the coast, millers in the Inland Empire have had a profitable season this year. Of Walla Walla county's immense wheat crop grown last season but 12 per cent remains in the hands of the growers. Considerable grain remains in the hands of the first purchasers. The larger part that remains in the warehouses belongs to large companies who are waiting for a promised advance. The wheat crop in the vicinity of Walla Walla has been seriously damaged by the recent frosts. In the foothill districts the damage will not be as severe as in the flat lands, where the thermometer dropped to 18 below zero. Many farmers may be obliged to reseed their fields.—M. C. E.

Topeka, Kan.—Prospects for a "bumper" Kansas wheat crop in 1905 are encouraging. So far the weather conditions have

been extremely favorable. Last fall the farmers of the state put in over 5,500,000 acres of wheat. So far this winter there has been an unusual amount of snow in all sections of the Kansas wheat belt and experts predict a crop of between 25 and 30 bus. per acre, providing there are no disastrous floods in the spring, and the harvest weather is good. This would bring the total Kansas wheat crop of 1905 in the neighborhood of 125,000,000 bus. This is the estimate made by the officials connected with the state department of agriculture. The grain and commission men and their experts estimate the prospective crop at between 95,000,000 and 110,000,000 bus. From reports gathered by agents of the state it is estimated that Kansas farmers will plant nearly 9,000,000 acres of corn this spring.—R. P. S.

Lansing, Mich., Feb. 10.—The weather during January was colder than usual. The precipitation was very uniform, but was below the average. The ground was well covered with snow during January, affording ample covering for wheat. Some reports say that damage may have been done by ice while others report that the crust was beneficial in preventing the snow from being blown off the fields. Out of 620 reports as to whether wheat suffered during January from any cause, 530 report not and 90 report that it has. The total amount of wheat reported marketed by farmers in January at mills is 57,154 bus. and eltrs., 28,078 bus. The total amount of wheat marketed in the 6 months prior to Feb. 1 was 785,317 bus., which is 1,931,132 bus. less than reported marketed during the same months of last year. At 51 eltrs. and mills, from which reports have been received, no wheat was marketed during January.—G. A. Prescott, Secy. of State.

## Receipts of Wheat and Corn at Primary Markets.

Receipts of winter and spring wheat at the leading primary markets since July 1, and prior to Feb. 10, have been 166,882,000 bus., compared with 182,754,000 bus., for the corresponding period of the preceding year.

Corn receipts for the present crop year prior to Feb. 10, have been 115,521,000 bus., against 113,301,000 bus. for the corresponding period a year ago.

I fully appreciate the financial strength of the eastern crowd and their ability to mark the price higher temporarily, but that is no assurance they will be able to wind up the deal profitably. It is one thing to have paper profits, but quite another to realize. There is good fighting material among the bears in this wheat deal, and they are likely to be heard from any time. Last year at this very time we were also in the midst of a rampant bull deal in May wheat, which suddenly culminated at \$1.09 on Feb. 25th. I believe the present bull turn will end as abruptly, and perhaps it is not far off.—Edward G. Heeman.

Anti-option amendments to the post office appropriation bill introduced by Senator Clay in the U. S. Senate are in seven sections, the first section providing: That "options" and "futures," as hereinafter defined, are declared to be obstructions and restraints upon commerce among the several states and with foreign nations and to be illegal and void; and if any person shall be a party, either as buyer or seller, to any contract or agreement hereinafter defined as "options" or "futures" he shall be guilty of a misdemeanor and on conviction thereof in either the proper district or circuit court of the United States shall be fined not less than \$1,000, and in addition thereto, shall be imprisoned not less than one nor more than three years.

## The Receiver's Protest.

BY AN IDLER.

The Receiver was disgusted, and he wotted not who knew it.

"How's the market?" he fairly yelled at the innocent questor after information. "I didn't know there *was* any market." And he threw his "sale" cards (or so they were labeled) on the desk before him with a resounding whack. "I declare," he ejaculated, "it's getting worse and worse all th' time. We go out fairly begging for enuf stuff to keep the wolf from the door, and then when it gets in we can't sell it."

"You noticed there was a big cargo of wheat in from Duluth, yesterday, did you? Well, I *rather think* I noticed it myself; and, what's more, I know what they paid for it up there! Who? Why, the millers, of course. It's to be divided up between three of 'em here. And it's costing them," went on the receiver, impressively waving his forefinger, "*just three cents a bushel* more than they could 've got the same stuff here for on the same day that their representative bought it."

"There's judgment for you; there's protection to home markets. That's the way to attract grain to this burg! Sniffin' 'nd pawin' over our samples on the Board in there, without making a decent bid, like they did today and yesterday, and the Lord knows how many days before, and then going off some'r's else and stocking up on high-priced wheat! By ginger, it makes me red-headed every time I think about it!"

"The worst of it is, too, that other buyers are beginning to follow suit—the brewers and maltsters and distillers and what-not. There's Diedrichsen; he has stopped making his purchases on the Board almost altogether, and Pfarrer is loaded up with a lot of flinty barley he got up North at prices that were equal to or not more than a cent or two less than I offered him some first-rate Minnesota barley for. I know, because I had samples from the people he bought it of. And three or four more of them have started on the same wild-goose chase. They remind me of a lot of women that will pay half a dollar more for a yard of imported dress goods than they will for better quality made in an American factory."

"I suppose their idea is that, by allowing receipts to accumulate here on tracks unsold, they will get the market just where they want it, and in that way more than make up for the loss on outside purchases; but I want to tell you that I consider that sort o' thing mighty small business and mighty poor judgment."

"Talk about the R. R.'s killing this market by discrimination in rates! They haven't done it one-twentieth of the harm that some of the buyers here have by the measly tricks they're playing on it—especially the millers."

"Why don't I point out the error of their ways? My son, do you think I've missed any opportunity to do that? I have stood up, like one of these sign-boards with '*Beware*' painted on it, until I am tired of holding out my warning; but it doesn't have the least effect on 'em. They're determined to go right on in their bull-headed course, and nothing can bring them to reason until shippers forsake this market. If I were younger I'd clear out of here and make the headquarters of our business in some one of

the live markets where we now have branches.

"I suppose by rights I ought to recommend all of our shippers to stop sending their stuff here for the present, and I have diverted all the business we could safely control, but I do hate to turn away consignments that will simply go to other houses elsewhere. I don't know but that it will be just as well, tho, as to have the grain continue to come here and bring sacrifice prices."

"Come on, let's go out and get a bit of lunch and some Scotch! I can tackle my dictating in a more cheerful spirit after that."

And so he did.

Venezuela on Jan. 3 suspended the duty on corn and beans.

The sale of mixtures of rice bran and hulls, rice bran, rice polish and hulls, under the name of rice bran, is sure to work damage to the trade in the long run. Such mixtures should be sold under their own name. The following standards are suggested: Rice bran is the cuticle of the grain, and containing only such an amount of hulls as necessarily escape previous processes. It should contain at least 10 per cent protein and not more than 20 per cent crude fiber. Rice feed is a mixture of rice bran, rice polish, and rice hulls, in the proportion in which they came from the mills. It should not contain less than 6 per cent protein or over 30 per cent fiber.—A. & M. College, Texas.

## Plan of 25,000-Bu. Elevator.

E. F. Schroeder's new elevator at Crown Point, Ind., which is illustrated in the engraving herewith, exhibits in its interior arrangement a departure from the country elevators of older design.

The 300-bu. hopper scale is down on the ground floor, where a solid foundation is assured. A rubber belt conveyor in the basement runs just inside the wall to take ear corn from the two high cribs built on one end of the building to the boot of the ear corn elevator. Both elevator legs have telescope joints.

The building is 40x26 ft., with 10 storage bins as shown in the bin plan herewith, giving 25,000 bus. capacity. In addition is a car loading bin in the cupola and the two large cribs. The foundation is of concrete and rubble stone, with posts supporting the cribbing which extends 36 ft., the total height being 81 ft. The first floor is roomy and is used for storing sacked grain and seeds. The corn sheller and cleaner is in the cupola.

One of the two wagon dumps is for small grain, the other for ear corn. From the corn dump the ears are taken by a chain feeder to boot of large elevator and elevated to fill the outside corn cribs or direct to sheller in cupola. The small grain dump has its sink hoppers to boot of its elevator; and both legs discharge at the head thru revolving spouts to any of the bins. All the facilities are so arranged that one man can handle the entire plant.

A large gasoline engine in the brick detached power house drives the machinery



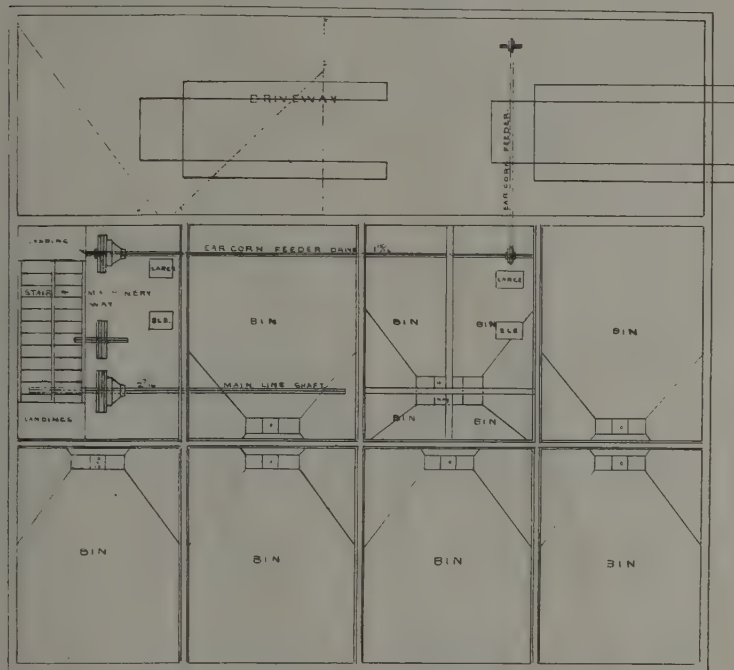
E. F. Schroeder's Elevator at Crown Point, Ind.



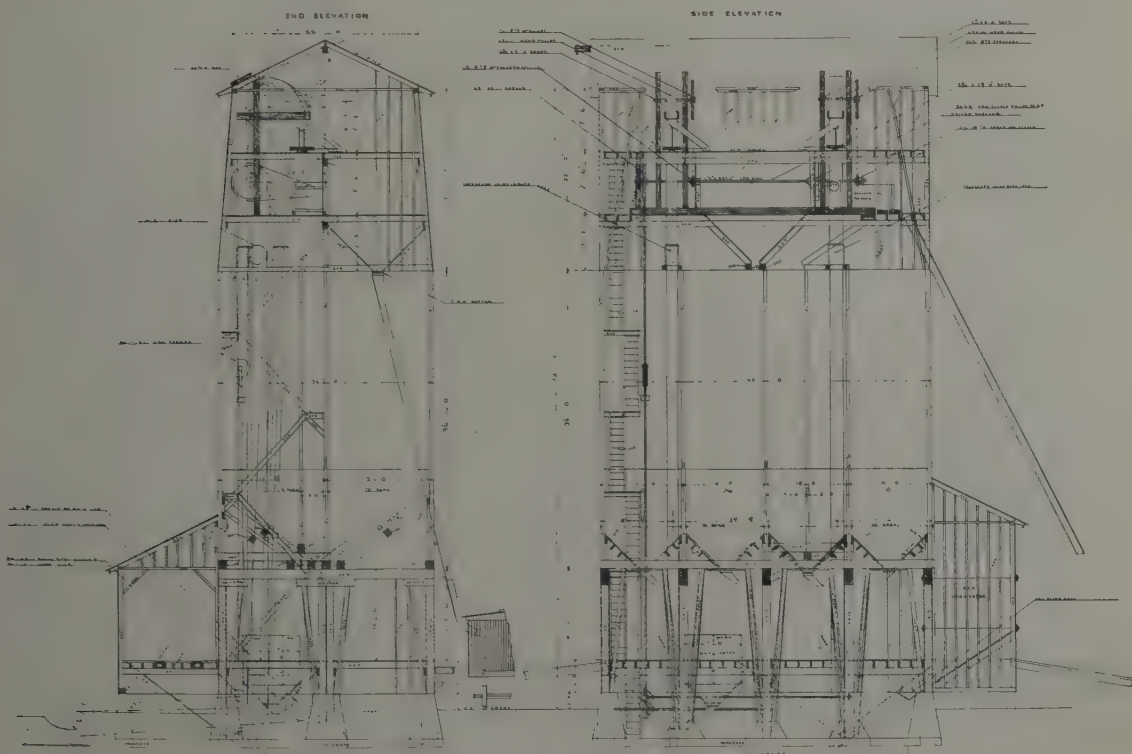
by a complete rope drive from engine to line shaft in cupola.

The big drop of the loading spout shoots the grain to ends of car. The hopping of the bins is shown in the end and side elevations herewith. The build-

ing and driveway is sided with corrugated iron, and the same material forms the roof of the engine house. The plans and most of the machinery of this substantial plant were furnished by G. M. Sloan.



Bin Plan 25,000-bu. Elevator.



Cross and Longitudinal Sections of E. F. Schroeder's 25,000-bu. Elevator at Crown Point, Indiana.

## Calendars Received.

One of the most attractive calendars to reach this office this season comes from the Goshen Milling Co., Goshen, Ind. Its artistic coloring and pleasing design is not overshadowed by advertising. The card of the company is forced into a somewhat secondary position, but it nowise detracts from the striking effect of the calendar.

Another attractive calendar comes from the Stockbridge Elevator Co., of Jackson, Mich. The illustration adorning the calendar is entitled, "The Hay-maker." The scene is delightful enough to please even the old man in the office and make him forget his dyspepsia.

Malt exports for the 12 months of 1904 amounted to 463,747 bus.; compared with 366,003 bus. for 1903.

Standards of purity for food products have recently been issued by the Dept. of Agri. in circular No. 13.

"Can you give me any idea which way wheat will go to-day?" asked the shoe-string speculator, handing over his money to the broker's clerk. "No," answered the clerk, "but I might be able to tell you which way your money will go to-day." Saying which, he dropped the cash into the till.—Chicago Tribune.

Senator Clay should be called Mud. He is trying to pass a bill to prevent trading in futures. He lives in Georgia, where they raise much cotton, and they do not like the present price of that. He thinks speculation hurts the price. He does not discriminate between legitimate and irregular trading. Congress will hardly consider his bill seriously this session. Farmers would suffer the most if it should be passed.—C. A. King & Co.

## Seeds

Geo. A. Taylor and Chas. E. Rogers have opened a seed store at Des Moines, Ia.

The large seed warehouse of the City Milling Co. at Lexington, O., was burned recently, with 6,000 bus. of timothy and clover seed. Loss, \$22,000. The fire was started by a spark from a locomotive engine.

Seed imports for the 12 months of 1904 amounted to 293,602 bus. of flaxseed and seeds other than flaxseed valued at \$3,394,084; compared with 13,505 bus. of flaxseed and other seeds valued at \$3,095,298, as reported by O. P. Austin, chief of the bureau of statistics.

Clover seed receipts at Toledo for the season prior to Feb. 20 were 69,700 bags; compared with 98,000 bags for the corresponding period of last season. Shipments for the season have been 34,000 bags; compared with 54,000 bags for last season.

Out of 1,800,000 persons who received free seeds from the government in one year only 940 sent acknowledgments, and almost every one of these asked for more. Thus more than 1,700,000 of those to whom seeds were sent really did not care for or have any use for the seeds.

Seed exports during the 12 months of 1904 were 9,833,325 pounds of clover seed, 26,646 bus. of flaxseed, 15,014,561 pounds of timothy seed and other grass seed valued at \$290,045; compared with 12,470,179 pounds of clover seed, 1,157,953 bus. of flaxseed, 17,581,060 pounds of timothy seed and other grass seed valued at \$289,045 for 1903, as reported by O. P. Austin, chief of the bureau of statistics.

The pure seed bill has passed the committee of the Canadian House of Parliament for third reading, with amendments reducing the minimum penalty for first offense from \$5 to \$1. The minimum penalty for subsequent sales of foul seeds was reduced from \$25 to \$5. Seed growers and dealers from all parts of the country have been visiting Ottawa to interview Mr. Fisher in regard to his bill, and have urged its reference to committee so that numerous amendments which they desire can be incorporated.

A Michigan seed dealer writes C. A. King & Co.: We believe a good many dealers are losing sight of the fact that the fashions have changed as to the time for sowing clover seed. Many farmers who formerly thought they had to sow seed the last of February or March on the snow are now sowing in April or May and dragging it in, while the Agricultural Department of our State claim August the best time for seeding. This new fashion makes the demand come later but scares some people because they do not get a big demand early.

In "Letters from Dealers," this number, will be found what appears to be a very well grounded complaint from a German importer of field seeds. It would seem to be a very easy matter for American exporters to mark every consignment clearly and thereby encourage future business relations. Trickery in the matter of the quality of seeds delivered will win its own reward. If any American exporters have a word to say in defense of the

slack methods complained of, we would be pleased to know it. We feel confident that no exporter will attempt to defend such unbusinesslike practices.

Director Hovestad of the Minnesota state experiment station at Crookston says: There is no possibility of rust being transmitted by the seed, as rust never originates with the wheat, but on other plants and spreads to the grain. If a farmer, by screening out his rusted wheat, can obtain moderately plump grain for seed he is very foolish to buy seed elsewhere. By moderately good grain I mean grain that weighs at least fifty-five pounds to the bushel. If by fanning and screening he cannot secure grain of this weight, however, he had better import his seed. It is not advisable to plant seed weighing less than fifty-five pounds to the bushel, not because it is rusted but because it is shriveled and poor.

We have no hesitation in saying that the farmer who is satisfied with the variety of wheat he is sowing would do a very unwise thing to buy wheat of the same variety on the plea that it is not infected with rust. The thing for him to do is to buy himself a fanning mill that will grade his wheat, take the wheat out of his own bin, if it is at all decent, and spend some time in blowing out all the light and sifting out all the small, shriveled grains, and thus select out of his own grain enough plump seed for next year's sowing. Any farmer who has wheat at all good can do this, for in any sample of wheat shriveled by rust we have ever seen there were some grains that were plump, at least comparatively so. That means that these grains grew on stalks that had larger rust resistance and therefore are specially valuable.—Wallace's Farmer.

The new clover seed has come out with such a rush as to fairly overwhelm the high-flown ideas of the growers and carried them to reason, so far as values are concerned. A big trade is now doing at the reasonable prices ruling, which is as it should be. English seed has this season a big hole to fill, taking as it does the place of American, Canadian, French and German, usually imported here, but this year conspicuous by their absence. Furthermore, as stocks carried over from the highest to the lowest were nil, there is room for all qualities of the new seed, and, as the bulk of the crop seems to be medium and low, or rather "weathered" grades, there is room for a good steady business. The prices of these are far and away cheaper than any foreign seeds likely to compete. So far the trade has been entirely wholesale; the retail demand should, however, very shortly open.—London Corn Circular, Feb. 6.

The article regarding the origin of the word lucern in the Seeds Column of the Journal for Jan. 10 is not quite correct, a prominent Continental botanical man, Professor Stebler, giving another better and more probable explanation, as follows: The origin of the word "Lucerne" which has come from France to Germany, has been much disputed, but by no means comes from the town or canton Luzern in Switzerland, where the plant is only little cultivated. Others have tried to draw the word from the Italian place Clauserne or Clausert, from which, the Provençales are said to have imported the plant. But according to historical fixations, it has come from Spain to France. Besides it has been asserted that the name

is derived from the Celtic "Luzu" Luzuen (herb). The Catalonians call it "Userdas," from which word probably the name "Laouzerdo" comes, which is very much used in Central France and which word is very near related to "Lucerne."—R. Liefmann Soehne Nachf., Hamburg, Germany.

## Seed Barley.

BY P. S. PETTELLE.

The question of introducing new seed into the barley growing territory of the West and Northwest is one that cannot be agitated too strongly or too frequently by elevator owners and grain men, who naturally are interested in the future harvesting of good, healthy and bountiful crops of barley. Every one knows how necessary is the injection of new blood into a high bred strain of cattle, and for the same reason it is necessary to infuse strong, healthy seed into the land to offset the degeneration resulting from the constant replanting from year to year of seed from the same soil, which has naturally lost much of its germinating power. This constant replanting of seed is making itself felt more and more in the barley crops. It is largely the cause of that thin shoe peg barley that has been coming from these localities, and all interested parties should feel it worth while to make a little extra effort to obviate this and do all they can to bring about the harvesting of good, healthy malting barley on future crops.

In view of the fact that more barley has been sown year by year, it is plainly to the advantage of all concerned—line houses, independent elevator men, railroad men, and grain buyers—to put in a good word with the farmers on every occasion about the advantages of using plump, healthy seed. This missionary work is bound to be beneficial, not only to the farmer, but every one interested in the barley business. The feeding barley and low grade malting barley which is coming from districts in the West and Northwest is not what farmers aim to produce, nor what grain dealers like to handle, but what is wanted is heavy, healthy, plump, malting barley, that brings the top of the market, and attention to the question of healthy seed will do more towards bringing about this end than anything else that the farmer can do.

In looking for new seed it should be borne in mind that the best is none too good. First cost should not enter too largely into the question, but consideration should be given to future crops and the profits to be gained in the increased production and greater market value of the barley harvested. Wisconsin is naturally the territory from which to procure seed barley. The cultivation of barley in this state is carried on mainly by Germans, who understand its peculiarities and grow, harvest, and thresh it, under the most favorable conditions. Take for instance the barley coming from within a radius of 25 miles around Washington County and you will find it particularly plump in berry and sound in germ, which is what should be looked for in seed barley. It is the 6-rowed variety of Scotch barley, which follows closely along the lines of the Canadian. Samples of this choice Wisconsin barley may be had for the asking, and farmers and grain dealers should at least see samples before deciding on their seed for the coming crop.



## Clean Clover Seed.

The agitation for improved seeds has reached the field grass seed trade, and some attention is being given to clover seed. Country shippers of clover seed have long recognized a marked difference in the value of dirty and clean clover seed and they in turn have educated the farmer to an appreciation of the difference by a sharp discrimination in price for dirty seed. The growers, too, recognize that the use of pure seed will surely result in a larger yield, as well as an improved quality, of seed. Where clover seed is adulterated with many varieties of weed seeds the weeds grow up, choke the clover seed and result in an impoverished plant and poor seed.

Thru the courtesy of *Farm and Fireside* we are able to present herewith photographic reproductions of samples of alsike clover-seed enlarged three diameters. In one engraving is shown a sample of alsike clover seed. As it came from the clover huller in bulk this seed looked excellent, because most of it was alsike of high quality, but when spread out upon a piece of white paper in a strong light and examined with a magnifying glass the amount of foreign matter in it was amazing. It contained seeds of smart weed, dock and other weeds, as well as seed of red clover seed and pieces of stem.

The other engraving shows the same seed after it had been re-cleaned with a good fanning mill, such as every country seed dealer should possess. The trash and much of the foreign seed were re-

moved as well as the light alsike seeds of low vitality. Country dealers who supply seed to their farmer patrons for planting can reclean same several times to the profit of themselves as well as advantage and profit of the grower.

## Sources of our Seed Imports.

Our imports of clover seed are derived principally from Canada, 14 ports in Ontario having made exports to the U. S. in 1904, Lindsay, Fort Erie and Barrie leading with values of \$43,652, \$27,783 and \$9,051. From Toronto \$249,000 worth of seed was shipped in 1904 to the U. S., tho it is not stated that it is clover. Paris and Marseilles, France, exported \$113,048 and \$25,321 worth respectively, during the year, of clover seed, while Breslau, Germany, and Turin, Italy, contributed \$3,000 and \$6,500 of the same to the U. S.

Of alsike clover Barrie, Hamilton and Owen Sound, Ont., shipped \$15,000, \$1,500 and \$3,200 worth respectively.

Blue grass seed valued at \$25,593 was exported from Hamilton, Ont.

Timothy seed valued at \$1,359 and \$2,256 was exported from Barrie and Hamilton, Ont., respectively.

Lucern was received from Havre, France, to the amount of \$2,140. Paris sent us \$500 worth of millet seed.

Exact statistics of the different kinds of seed exported are impossible, since the exporters frequently declare their shipments as "seeds," without qualification. Thus London, Eng., exported to the

U. S. during 1904 \$551,000 worth of "seeds"; Liverpool, \$98,000; Konigsberg, Germany, \$354,672; Leipzig, \$60,000; Berlin, \$8,328; Bari, Italy, \$11,532; St. Malo, France, \$8,524; and Edinburg, Scotland, \$9,269. Some of the seed exports thus declared are vegetable, flower, drug, and from Germany principally sugar beet seed.

Of grass seeds so declared, Copenhagen, Denmark, exported \$3,390; Bordeaux, France, \$17; Frankfort, Germany, \$6,135; St. Petersburg, Russia, \$118; Belfast, Ireland, \$15,857; and Waterford, \$1,152, as reported by the bureau of statistics of the Department of Commerce and Labor.

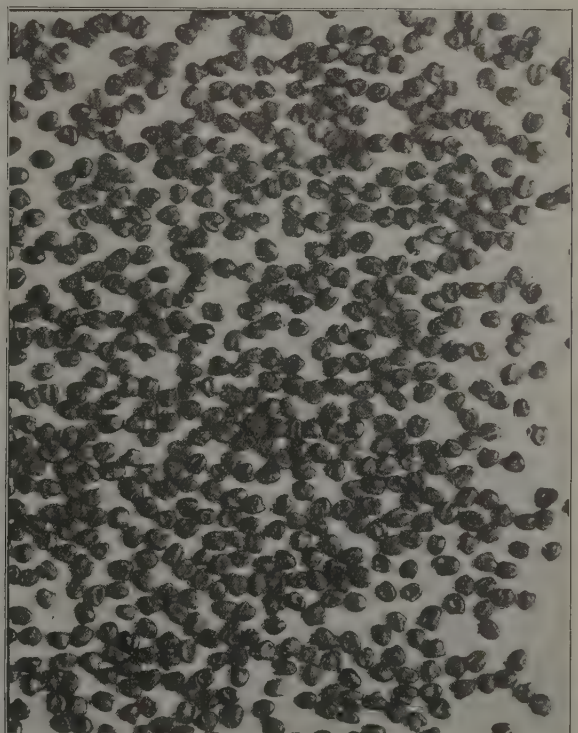
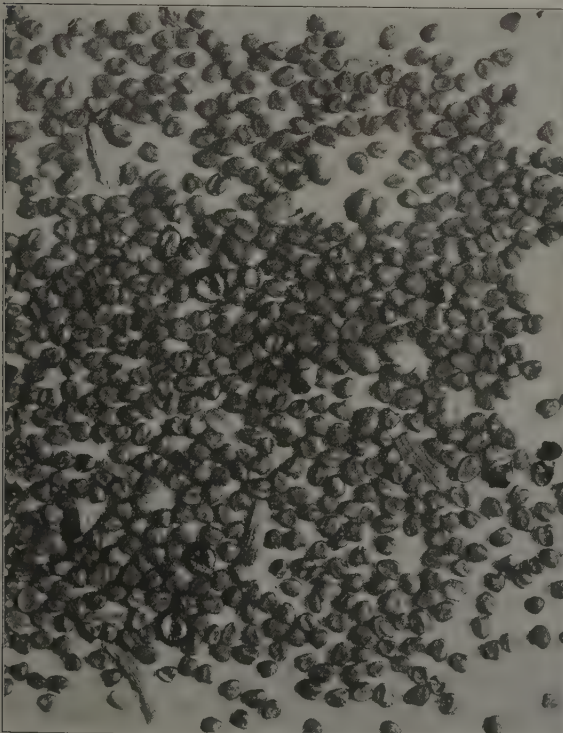
## Toledo Seed Letter.

"The cloverseed market has succumbed to unfavorable weather," says E. W. V. Kuehn. "Receipts continue light and so does the shipping demand, but no improvement in the latter can be expected until the country emerges from the snow and ice when it, no doubt, will come double quick."

William E. Cratz: "I see no conditions which would lead me to believe that seed will recover the loss of 60 cents since the first of the year; neither do I see conditions which would cause me to think that prices will be much lower. There is good enough supply, but the demand is very poor."—H. D.

Exports of glucose for 1904 amounted to 164,357,387 pounds; compared with 150,779,287 pounds for 1903.

## Photographic Illustrations of Samples of Alsike Clover Seed.



Alsike Clover Seed as Received from Clover Huller.

Alsike Clover Seed Re-cleaned.

(Enlarged three diameters.)

# Grain Trade News

## ARKANSAS.

Magnolia, Ark.—Prator & Keith have succeeded S. O. Couch.

Little Rock, Ark.—The Leifer Bros. Co. incorporated, \$15,000 capital stock, to deal in seeds, implements, etc., and conduct a warehouse and transfer business. Incorporators, John, Geo. and Chas. E. Leifer.

## CALIFORNIA.

San Francisco, Cal.—Altho 3 boats laden with grain have been captured by the Japanese, other boats are loading and will attempt to run the blockade into Vladivostok.

Stockton, Cal.—The Mealfalfa Co. is building a mill for grinding alfalfa, which is cured first and after grinding is sacked in 100-pound bags. Geo. Baker is mgr. of the company.

Brawley, Cal.—The Porta Costa Milling Co. will build 2 grain warehouses, each 50 x 150 ft., and having capacity for 40,000 sacks of grain. These will increase the storage capacity of the company at this point to 160,000 sacks.

Greenleaf, Cal.—The grain warehouse of A. B. Boling burned Feb. 8, with considerable grain, which was in storage for farmers. Loss on building, \$3,180; insurance, \$2,500. The books of the warehouse were destroyed and there is no record of the loss on grain. J. J. Kinchloe is mgr. of the warehouse.

## CANADA.

Didsbury, Alta.—A 40,000-bu. eltr. will be built this spring.

Strathclair, Man.—C. E. Crawford, grain merchant, will soon remove to Winnipeg.

Boissevain, Man.—A joint stock company has been organized to build a 500-barrel mill. The capital stock is \$500,000.

Ninga, Man.—A company is being organized to build and operate a mill and eltr. which will be completed for the fall trade.

Toronto, Ont.—Edward Adamson, the grain inspector who was suspended a few weeks ago, has been dismissed from the service.

Weyburn, Assa.—The Weyburn Lumber & Eltr. Co. has succeeded A. R. Leitch & Co. as owners of the flour mill. J. Adamson, of the old company, has joined the new firm.

Peterboro, Ont.—The Peterboro Cereal Co., Ltd., incorporated, \$250,000 capital stock. Directors, Wm. M. Meldrum, W. A. Collier, Wm. Graham Ferguson, Adam Hill and R. R. Hall.

Altona, Man.—Peter Schwartz, of J. & P. Schwartz, who has been ill for several months, committed suicide, Feb. 10, while preparing for a trip to California, where he expected to regain his health.

Toronto, Ont.—S. McNairn & Co., Ltd., incorporated, \$150,000 capital stock, to buy or build and operate grain eltrs. and deal in farm produce. Directors, J. K. Stroyan, T. L. Carruthers, W. F. Morley, Mrs. J. McNairn and A. H. Dixon.

St. Boniface, Man.—The eltr. being erected by the Colonial Eltr. Co. and the Andrews-Gage Grain Co., will be operated by the International Eltr. Co., Ltd.

Winnipeg, Man.—The famous suit of Gibbins v. Metcalfe, in which Mr. Gibbins alleged that the members of the Grain Exchange were boycotting him, recently was argued before the full court on appeal. The justices have reserved their decision.

Grand View, Man.—W. J. Swain and W. J. Rawson propose to build and operate a 10,000-bu. eltr. and a 75-barrel mill in consideration of a bonus of \$3,000 and 15 years' exemption from taxation. The proposition will be submitted to a vote of the rate-payers.

Winnipeg, Man.—C. N. Bell, secy. of the Grain Exchange, has left for a trip to Cuba where he expects to spend a month or two visiting in Havana and other points of interest. Mr. Bell has not been in good health for some time past and the trip is expected to be very beneficial to him.

Winnipeg, Man.—At the annual meeting of the Board of Trade, Feb. 7, the following were chosen on the Board of Grain Examiners: N. Bawlf, G. R. Crowe, G. V. Hastings, John Love and S. Spink, Dominion Board of Grain Examiners: S. Spink, R. Muir, John Love, N. Bawlf and G. V. Hastings.

Winnipeg, Man.—The Western Grain Exchange, which aims to rival the Winnipeg Grain Exchange, held its first annual meeting, Feb. 3. The following officers were elected: Pres., N. T. MacMillan; vice-pres., Jacob Friesen; and secy-treas., O. A. Glenn. Council—T. J. Noble, J. M. Black, D. N. MacMillan, Jas. Lawrence, A. M. Lewis, W. G. Potter, C. C. Robinson, W. T. Gibbons, Jacob Friesen. Arbitration board—N. T. MacMillan, Jacob Friesen, T. J. Noble, A. M. Lewis and James Lawrence. Board of appeals—J. M. Dick, D. N. MacMillan, W. T. Gibbons, W. G. Potter and Alex. Morrison.

Winnipeg, Man.—At a recent joint meeting of representatives of the Northwest Grain Dealers Assn., the Winnipeg Grain Exchange, Territorial Grain Growers' Assn., and the inspection department of the Dominion, it was resolved that there should be a permanent salaried survey board consisting of three properly qualified members, one of whom should be appointed from among the producers. The conference also unanimously endorsed the resolution recently passed by the Board of Trade, asking for the appointment of a sub-committee of the Grain Standards Board to act on behalf of the Board in the matter of the fixing of commercial grades of wheat in cases where samples have not been available at the time of the meeting of the board.

## CHICAGO.

The Illinois Supreme Court decided Feb. 22 that the tunnel obstruction in the river must be removed immediately by the traction company.

Henry R. Whiteside has been appointed hay inspector for the Board of Trade for the ensuing year.

Early next week, J. de Conlay, Jr., will exhibit samples of Australian wheat and maize on the Exchange floor of the Board of Trade.

The C. R. I. & P. Ry. is making large additions to its Eltr. D at South Chicago. The Weller Mfg. Co. is furnishing and installing the conveyor and other machinery.

A new export firm has entered the field under the name of M. Straus & Co., consisting of M. Straus, formerly with Rogers, Bacon & Co., and R. W. Hamill, special partner.

Our Spokane (Wash.) correspondent reports Bluestem worth 5 cts. a bus. more than red wheat. That is not a speculative value, but a real value put on it by the millers who grind.

The directors of the Board of Trade voted, Feb. 21, to create a committee on insolvencies to investigate the causes of any failure and circumstances which may involve the good name of the assn.

J. P. Collins, in partnership with Geo. H. Phillips before his failure, has put in a protest against the transfer of the membership of Abel D. Osmun, a former employee of the house. He also has put in a claim against him for \$9,000.

The transportation committee of the Board of Trade recently met a delegation of St. Louis grain men and T. A. Grier, of Peoria, and decided to appoint a committee of three from Peoria, St. Louis and Chicago to obtain equitable grain rates for each market.

Representative Oglesby's bill provides for the appointment by the Railroad and Warehouse Commission of official weighmasters wherever there is state inspection of grain, and provides a penalty of \$50 to \$100 fine for persons who assume to issue certificates of weight on grain, the weighing of which is by this law delegated to the state weighmaster. It seems that this will prevent the Board of Trade weighmaster from weighing grain into public warehouses.

The Merchants Grain Co., with headquarters at 75 Board of Trade bldg., commenced business Feb. 15. The purpose of the company is to do an option business and to execute orders in futures sent to the following firms, who are stockholders of the new company: Walters Bros., H. H. Freeman & Co., Van Wie & Moorhead, Kemper Bros., Bridge & Leonard, Heltz & Foss, Charles Ziemann & Co., and Bernhardt Pfaelzer. The officers are, J. G. Walters, pres.; H. H. Freeman, V. P.; W. H. Moorhead, secy-treas. L. Pacey, formerly of Pacey-Day Grain Co., will do the trading. Capital stock, \$25,000.

"The persistent efforts of some members of the Chicago Board of Trade to misrepresent the Iowa Grain Dealers Assn. is cowardly. The Assn. never has or never will boycott anyone. It never has or never will threaten to boycott any receiver who handles grain from shippers because they are not members of the Iowa Assn. Such apparent misrepresentation falls far short of having the desired effect, and must rebound upon the malcontents. The representatives of the local press accept everything as true and will readily lend their services to the dealers near at hand entirely oblivious of the lies they are telling."



J. W. Radford, of the Pope & Eckhardt Co., Chicago, representing the Illinois Grain Dealers Assn., appeared before the civil service committees of the house Feb. 9, to urge that the grain inspection department be placed under civil service rules.

E. A. Rang failed to pay his debit balance in the clearing house of the Board of Trade, Feb. 16, and the reports were that he was short a small line of May wheat and stood out against losses too long. He was formerly connected with Henry Rang & Co., but left that firm several months ago to trade for himself.

E. H. Prince transferred his trades to W. P. Anderson & Co., Feb. 15. He had 100,000 bus. of grain open, the larger part being July wheat. A petition in bankruptcy was filed and W. H. Beebe was appointed receiver. On Feb. 17 Mr. Prince was arrested and taken to Elgin on complaint of F. E. McGill, of Elgin, charging larceny of \$550, which McGill alleges that he paid an agent of Mr. Prince to be invested in stocks.

The old Hayford Eltr. on the Grand Trunk at 75th street was the scene of a tragedy that resulted in the death of watchman Patrick Nolens. Fire starting from a defective flue in a frame building adjoining the eltr. drove Mr. Nolens to attempt his escape by a heavy door he was unable to open. His body was found in what had been the small office in the annex to the eltr. Altho there is no water within a mile of the eltr. the firemen were able to extinguish the flames with chemicals. A lot of old machinery stored in the building was damaged. No grain was burned, and the loss is so small that Frank Marshall, who operated the plant, has made no claim on the insurance companies.

J. S. Neville, of the Illinois Railroad and Warehouse Commission, is in favor of changing the inspection rules to admit red Oregon wheat as red winter. He says: "I can see no reason why the red Oregon wheat should not be admitted to the grade of red winter. It is winter wheat, very similar to that raised in Illinois, and I am told the millers like it. The Missouri millers appeared before us at St. Louis and favored the move of the inspection department. It has been graded in that market as red winter for some time." Supervising Inspector Smillie says: "The red Oregon wheat is not as good as our red winter. It has less gluten. It will require a change in the rules to inspect it red winter here. This change will necessitate giving a thirty-day notice to the trade. It would not be right to have the rules changed to make it deliverable on May trades." E. F. Rosenbaum favors the grading of the red Russian wheat as red winter wheat. Most members of the trade are against it, and millers especially declare the Oregon wheat is deficient in the gluten found in the winter wheat grown in the central west. Their objections are voiced by W. H. Perrine, of the Harris, Scotten Co., who says: "While the western wheat is the finest appearing wheat grown anywhere, having a fine, full berry, it is not so good as native soft winter wheat in flour making qualities, lacking in gluten, and so not making so strong a flour. Many millers who have built up a special grade of flour will not use it. Others, of course, use it mixed with other wheats, but they have to be equipped with facilities for steaming or soaking it, as it is dry and brittle, and the rollers break it into small particles, making the separation

of the bran difficult. Most of the soft winter flour mills are not so equipped. Some of this variety has been sold from here in a blended wheat, and has almost invariably caused trouble. I do not think it should be graded as red winter wheat." W. D. Judd, of St. Louis, is working for the red Oregon wheat, and C. H. Spencer, of the same city, is against it. At the hearing by the Illinois Commissioners at St. Louis recently Mr. Spencer stated that he would fight the change in the courts. It is believed the Commission will call a hearing at Chicago before making any change. At any rate 30 days' notice must be given.

## COLORADO.

Manzanola, Colo.—The Arkansas Valley Hay & Grain Dealers Assn. held its midwinter meeting, Jan. 26, at Manzanola. Those present enjoyed a banquet, drive and a smoker.

## ILLINOIS.

Urbana, Ill.—Hiram Capps is building a feed mill near the eltr. of J. B. Walton & Co.

Representative Williams has introduced a bill in the Illinois house defining bucket-shops.

Lanton, Ill.—Ed. Kearney has moved here to buy grain for Bailey Bros. & Kearney.

Moweaqua, Ill.—David McKinney, while loading cars at the eltr. of Rodman & Son, fell from the car and broke his thigh.

A bill introduced by Ferris in the Illinois house makes it a felony for foreign corporations to furnish market quotations to bucket-shops.

Springfield, Ill.—The Eltr. Milling Co. is equipping its eltr. with a power grain shovel and other material furnished by the Weller Mfg. Co.

Mattoon, Ill.—H. E. Kinney, of the Mattoon Eltr. Co., has removed to Indianapolis, Ind., where he will hereafter make his headquarters.

Smithboro, Ill.: I came here Jan. 11, from Memphis, Tenn., and have charge of the office of Willis, Dickson & Co., of that city.—Harry O. Hall.

Tomlinson, Ill.—Murray & New have let the contract for the rebuilding of their eltr., which burned Oct. 18. The building will be completed about May 1.

Galesburg, Ill.—C. A. Johnson, formerly mgr. for Harris, Scotten Co., at Ft. Madison, Ia., has leased the eltr. of Jas. O'Connor, which he formerly operated.

Vanwood, Sherman P. O., Ill.—The eltr. for W. H. Council will have a capacity of 15,000 bus. The Burrell Engineering & Construction Co. has the contract.

Springfield, Ill.—The Wright Stock Food Co. incorporated, \$2,500 capital stock, to manufacture stock food. Incorporators, Elmer W. Wright, T. E. Sharp and C. B. Wiley.

Harrisburg, Ill.: Having leased one-half interest in my eltr. to J. W. Dickson, of Memphis, Tenn., it will be run henceforth under the name of Potter-Dickson Co.—J. M. Potter.

Bushnell, Ill.—Stephen A. Hendee was married Feb. 14 in Chicago to Mrs. Emma T. Ball, of Peoria. The marriage was a very quiet one and was unexpected to most of his friends.

New Berlin, Ill.—E. A. Roesch has installed a new gasoline engine.

Palmer, Ill.—Best Bros. have lost their suit for \$7,500 against the Wabash Ry. for the loss of their eltr. by fire, which they claimed was caused by sparks from a Wabash passenger train.

Wenona, Ill.—The Farmers Eltr. Co. incorporated, \$10,000 capital stock, to deal in grain, merchandise and farm supplies. Incorporators, Adolph Schwanke, Samuel McAllister and Leslie Kemp.

Ransom, Ill.—It is reported that the eltr. of the Farmers Eltr. Co. is unable to stand the pressure, for the sides are bulged out and several of the blocks, which are of pine lumber, are broken.

Mattoon, Ill.—The Cleveland Grain Co. will soon start to rebuild its eltr. J. W. Adrian has succeeded P. E. Myrick as mgr., Mr. Myrick having gone to Texas to care for his ranch, near Atlanta.

Cisco, Ill.—I have been taking the Grain Dealers Journal for over a year. It is of great value to me and I think every agt. that is in the employ of a grain firm would be helped by it.—M. F. Williams, agt. Suffern, Hunt & Co.

Bluffs, Ill.—Lewis & Beggs have bot the eltr. of H. & C. Oakes, and will succeed them about May 1. H. & C. Oakes have been buying grain at Bluffs for the last 25 years and after the transfer is made will devote their time to other interests.

Secy. Beyer, of the Ill. Grain Dealers Assn., is trying to interest state shippers assn's, in securing the enactment of a law providing for reciprocal demurrage. Such a law wud insure better shipping facilities and relieve shippers of the demurrage tax.

Fieldon, Ill.—The Fieldon Mill & Eltr. Co. incorporated, \$6,000 capital stock, to operate a mill and eltr. and deal in grain and mill products. Incorporators, Aug. Berlinger, F. H. Essmueller, of St. Louis, and Frank Breig, of Fieldon, who will be mgr.

Springfield, Ill.—E. R. Ulrich, Jr., senior member of the firm of E. R. Ulrich & Sons, who has been on a rice plantation in the South for the last fourteen months, has again returned to Springfield and entered the grain business. Few dealers after years of experience in the grain business are able to stay out of it.

Rochester, Ill.—Twist Bros., having a line of eltrs. on the B. & O., I. C. and Pawnee Rys., have dissolved partnership and are closing up the business. No definite arrangements have been made for taking up the business, but probably part of the present members of the firm will organize a company and continue the business.

State corporations will please send the names and addresses of their officers, together with \$1, for filing to the Secy. of State before Mar. 1st, or have their charters cancelled. The politicians with a longing for fees, and then more fees, wud prefer you wud let your charter be cancelled, as they are able to get \$20 out of you for renewal.

Earlville, Ill.—Ed. Weidner has let the contract for the erection of a 60,000-bu. eltr., which will cost about \$7,000. The building will be 36 x 48 ft. and 50 ft. high to the top of the bins. It has not been decided whether the farmers will take charge of the business, but if no arrangement is made to that effect he will run the business himself.

The legislative comite of the Illinois Grain Dealers Assn. called on Chicago's new chief grain inspector last week and was impressed with the earnest desire of the new chief to improve the efficiency of his dept. We feel certain that Mr. Cowan will give his personal attention to complaints received from country shippers and outside buyers.

Van Petten, Ill.—The Montmorency Farmers Exchange, a local branch of the National Farmers Exchange, which was recently organized at Montmorency, has bot for \$4,250 the eltr. warehouse and business of the Northwestern Eltr. & Grain Co. E. H. Hess, who has been mgr. for the former owners, will remain in charge of the business.

Tower Hill, Ill.—The eltr. of the Tower Hill Eltr. Co., of which Geo. Tressler is mgr., burned Feb. 12, with 7,000 bus. of oats, which belonged to Mr. Bullington, the former owner of the eltr. Loss on building, \$5,000; insurance, \$2,400. Mr. Bullington carried \$2,000 insurance on the grain. The fire was of incendiary origin and is the third in the town in the past 3 weeks. The eltr. will be rebuilt at once.

Peoria, Ill.—Chas. S. Easton, who, with his father, as Easton & Son, were the pioneer grain merchants of Peoria, died at his home, Feb. 6, aged nearly 66 years. His death was directly caused by heart disease, but Mr. Easton had been suffering since November with a complication of diseases and has been in poor health for over a year. Mr. Easton was for years chief grain inspector of the Peoria Board of Trade.

Representative L. M. Magill, of Moline, Ill., who is chairman of the House good roads committee, has introduced in the Illinois legislature a bill providing for the appointment by the governor of a good roads commission of three and appropriating \$100,000 a year for the next two years for good roads. Counties and townships benefited are to each pay 1/4 of the cost, when the counties decide by a vote to avail themselves of the privilege.

Pesotum, Ill.—Wm. Kleiss has sold his interest in the firm of Condon & Kleiss to E. T. Malaney, and the company has been succeeded by Condon & Malaney. Mr. Kleiss and his son-in-law, F. R. Ludwig, have purchased the eltr. and grain business of J. E. Davis and as Kleiss & Ludwig will succeed him March 1. Mr. Davis will retire from the grain business after 18 years of success, and will take a much needed rest, spending a good portion of his time in the South.

Before a joint meeting of the committees on civil service of the Illinois senate and house, Lee G. Metcalf, on Feb. 22, stated that the grading of corn and oats is wretchedly inaccurate and has injured the grain trade of the state to a marked degree. No charge of dishonesty was made, but something is radically wrong with the personnel, which, undoubtedly, will be improved with civil service. Mr. Metcalf expressed the hope of the grain dealers of the state that the grain office would be placed under the civil service bill about to be enacted into law.

Senator Farnum has introduced a bill to amend sections 3 and 15 of the public warehouse law, to require proprietors to give bonds of not less than \$1,000. The maximum charge for storage and handling of grain, including the cost of receiving and delivering, shall be, for the first 15 days or part thereof, 1/2 cent per bu, and for each 5 days, or part thereof, after the

first 5 days, 1-16 cent per bu. Provided, however, that grain damp, or liable to early damage, as indicated by its inspection when received, may be subject to 3/4 cent per bu. storage, for the first 10 days, and for each additional 5 days, or part thereof, 1-16 cent per bu.

Illinois dealers owe it to the grain trade of the rest of the country to work vigorously, in behalf of placing the grain registration and inspection departments of the state under civil service rules. Both political parties pledged to do so, but neither is making any effort to keep its pledges. The shippers of the west and the buyers of the east and southeast are directly interested as well as the dealers of the state in a check being placed upon the politicians of the country who use the offices of these departments solely to reward political workers. Grain dealers pay all the expenses of the department, hence their interests should be recognized.

Representative McCaskrin, the author of the House resolution to investigate the state railroad and warehouse commission, has prepared a bill to make the commission elective. Mr. McCaskrin has printed a pamphlet to educate legislators to the necessity of the change, and says: "The railroad companies have practiced extortion and gone unpunished, operated rebate methods, and refused to pay their taxes. I believe the governors in the future should be relieved of this great influence. One of the men (Col. Isaac Elwood) that filled this office for two years and drew \$7,900 as a salary was in the office at Springfield, but a few hours, and was disqualified to hold this important appointment on the commission because he held interests in railroads and manufactures, all of which the statutes prohibits. A compiled report from the state auditor's office shows the aggregate expense of this commission from Oct. 30, 1900, up until Feb. 4, 1905, to have reached the enormous sum of \$105,641.41.

## INDIANA.

Robroy, Ind.—J. T. Nixon's new 20,000-bu. eltr. is doing a good business.

Cambridge City, Ind.—The E. A. Grubbs Grain Co. will rebuild the eltr. burned last fall.

Berne, Ind.—The Berne Grain & Hay Co. has increased its capital stock to \$40,000.

Grabill, Ind.—The Witmer Grain Co. has increased its capital stock from \$10,000 to \$15,000.

Plainville, Ind.—Wm. Killerie, Galatin Englan and others have organized a company to build a 50-barrel mill.

The Indiana House of Representatives on Feb. 22 passed the Newhouse bill creating a railroad commission of three.

Shelbyville, Ind.—The Nading Mill & Grain Co. has installed a Weller Standard Car Puller, purchased from the Weller Mfg. Co.

Shadeland, Ind.—The Matt Schnaible Grain Co., of Lafayette, has leased the Wabash Eltr. for 5 years, and has taken possession.

Childish managers of stock fire insurance companies in Indiana are threatening to cancel the policies of legislators who supported House Bill No. 2. Some of them may expect to coerce lawmakers by such action, but surely they can never expect to command respect as the result of such folly.

New Richmond, Ind.—On Apr. 1, J. W. McCardle will be succeeded by his son. The style of the new firm will be C. A. McCardle & Co.

Loogootee, Ind.—A stock company has been organized and will build a mill and eltr., the plant to cost about \$25,000. David V. Baker is interested.

Brookston, Ind.—Frederick Rose states that he has not sold his eltr. to J. J. Nagle, as reported in this column, Feb. 10, and has no intention of selling out.

Burrows, Ind.—Lane & Sagers, of Delphi, have bot for \$10,000 the eltrs. of J. K. Hinkle & Co., at Burrows and Woodville; possession to be given by March 1. Chas. R. Lane will have charge of the eltr.

Berne, Ind.—The warehouse of the Berne Grain & Hay Co. burned Feb. 16 with contents. Loss, \$2,500; insurance, \$1,000 on building and \$500 on stock. The fire is supposed to have started from salvage from a fire of the preceding day in the town and which the company had allowed the owners to store in the warehouse.

Union Center, Ind.—The eltr. of Moyer, Lambert & Johanni burned Feb. 14, with 1,000 bus. of wheat, corn and oats, the property of T. McLane and others. The loss on the eltr. is covered by a \$1,500 policy in a stock company. The oats were also covered by insurance. It is not thot that the eltr. will be rebuilt right away unless built by a stock company.

Indianapolis, Ind.—H. E. Kinney, of the Mattoon Eltr. Co., Mattoon, Ill., has removed his headquarters to Indianapolis, where all the selling for the company will hereafter be done. Mr. Kinney will also give personal attention to track buying and commission business here, where an acquaintance and connection with the business of more than 20 years will give him a position in the trade.

Representative E. F. Branch, of Martinsburg, Ind., has just introduced in the state legislature a bill which merits the hearty support of every grain buyer of the Hoosier State. It does not repeal the present landlord lien law, but simply makes it a felony for a tenant to sell that part of his crop upon which there is a lien without he has the written consent of the landlord. This will relieve grain buyers of much anxiety and litigation. The cause of the grain dealers' troubles with landlord liens has been due primarily to the dishonesty of the tenants.

The property owners of Indiana won a decisive victory over the stock fire insurance combination, in the House of Representatives, when the representatives voted in favor of House Bill No. 2 to authorize good mutual companies of other states in Indiana. The stock companies have scared the local agents about the loss of their commissions, until they are telling all kinds of stories about "wild cat" and worthless insurance. The state agents and managers have flooded the lobby, using misleading arguments; manufactured and used false statements and threatened to cancel the insurance of a representative, because he voted for the bill. In spite of all this opposition the property owners of the state won, and it is believed will get a "square deal" from the senators and governor. Write and have your business acquaintances, write his Senator a strong request to support H. B. No. 2. Intimate that you understand the bill and know what you want, better than the stock company guardians.



Auburn, Ind.—La Due & Carmer, of New York, have bot the eltr. of Hoodemier Bros. and the B. & O. Eltr., at St. Joe Station, instead of building, as they first intended.

Indiana shippers will be delighted to learn that the Newhouse Railroad Commission Bill has been passed by both houses of the State Legislature, the vote in the Senate standing thirty-eight for and none against, and in the House eighty-two for and two against. These two hard-headed old nuts were simply knocking their heads against a stone wall in the hope of mellowing up a little bit. No doubt the governor will sign the bill soon and the measure will become a law. Indiana shippers are greatly indebted to the Indiana Grain Dealers Ass'n, and especially its secretary, for this very excellent measure, which provides for three railroad commissioners, to be appointed by the Governor, at a salary of \$4,000 each and a secretary at \$2,500, as well as other help that may be needed. The very fact that the bill was drafted by a joint committee of shippers and railroad men, and that it has received almost a unanimous vote in both houses, should insure its enforcement to the letter to the great relief of the shipping public. The effect of all interested parties being united for it lends a great moral influence to its enforcement to the letter, which of course will insure untold benefits to the shippers of the state.

## INDIAN TERRITORY.

Vinita, I. T.—Gurtin & Reuiker contemplate the erection of an eltr.

## IOWA.

Alvord, Ia.—The farmers will build an eltr.

Buckeye, Ia.—A co-operative eltr. company is being organized.

Lakepark, Ia.—The farmers have organized a company to build an eltr.

Holmes, Ia.—The farmers will organize an eltr. company. L. O. Bisgrove is interested.

Paton, Ia.—W. J. Roberts, of A. B. Roberts & Son, was married Dec. 28 to Miss Mabel Bower, of Paton.

Sioux City, Ia.—The Great Northern has reduced the rate on corn, Sioux City to Minneapolis, from 13 to 8 cents per 100 pounds.

Fostoria, Ia.—The Fostoria Eltr. Co. has purchased the eltr. of the Reliance Eltr. Co. and took possession Feb. 15. B. D. Dunning is mgr.

Cedar Rapids, Ia.—The insurance on the eltr. and malting plant and machinery of the Bosch-Ryan Grain Co. amounts to \$62,500. Insurance on grain was \$28,500.

Lemars, Ia.—B. C. Ragan & Sons have bot the eltr. and coal business of Neri Ogden, and succeeded him. Mr. Ogden purchased this eltr. last May from Geo. D. Wernli.

Read the decision of the Iowa Supreme Court against the Grain Shippers Mutual Fire Insurance Co., of Ida Grove, Ia., in the column Supreme Court Decisions, elsewhere in this number.

Ft. Madison, Ia.—Wm. Atlin, of Stronghurst, Ill., has succeeded C. A. Johnson as mgr. of the eltr. for Harris, Scotten Co., of Chicago. Mr. Johnson has gone to Galesburg, Ill., where he will engage in business for himself.

Mapleton, Ia.—The Neola Eltr. Co. has amicably settled its trouble with the city council over the ordinance requiring weighing on the city scales.

Cedar Rapids, Ia.—The branch office of the Northern Grain Co., Chicago, which has heretofore been located at Des Moines, was removed to Cedar Rapids, Feb. 21. The company will build a produce plant, to be completed about May 1, which will contain a storage plant, with facilities necessary for handling eggs, butter, poultry, etc. The company has a petition before the city council asking that the ordinance granting tax exemption to manufacturing plants be extended to include its business.

Alvord, Ia.—This is one of the towns that has an ordinance requiring farmers to weigh all grain sold to local shippers on city scales. The ordinance was not enacted because the farmers asked for it, but because the city fathers wanted the revenue. Experts have shown wherein the city scales are defective and weigh incorrectly. The farmers who sell their grain in this market, however, are ready to side against the buyers. They will claim that city weights are correct. If the buyers would collect evidence to prove that the scales are weighing against them, and should sue the city for losses suffered, no doubt a local jury would decide against them, but when the case reached the higher courts, it would be reversed and decided on its merits.

Glenwood, Ia.—The city council of Glenwood has recently enacted a new ordinance which is designed to mulct the bucket shops of that town to the tune of \$200 per year. It seems that this is the result of a mistake of the manager of the McDermott Commission Co., in speculating with other people's money. The city council's definition of what the ordinance shall apply to takes in everything, to wit: "Any place where grain, provisions, stocks, bonds, securities and other commodities are bought and sold on margins, or orders taken for the same, whether for actual delivery or not, and any place where options, privileges, puts or calls are dealt in, shall be deemed a bucket shop." Evidently the experience of the citizens of Glenwood with the bucket shops has not been very satisfactory, and, as in many other country towns, steps are being taken to drive out the bucket shop keepers.

## KANSAS.

Cedarvale, Kan.—J. R. Marsh has discontinued his mill and grain business.

Garden City, Kan.—McBeth & Kinnison will build an eltr. to replace their present warehouse.

Geneseo, Kan.—W. M. Chelf, formerly of Dana, has purchased the eltrs. of W. E. Seaman, at Geneseo and Crawford.

The committee on agriculture of the Kansas house has killed Senator Brewer's bill repealing the act creating the state grain commission.

Argentine, Kan.—The A. T. & S. F. Ry. will build a 1,500,000-bu. eltr., to cost \$400,000. The plant will consist of 4 buildings and work will be commenced immediately, and it is expected that it will be ready for this year's crop. In the construction of the stone and cement foundation 150 tons of small steel bars will be used to give strength and solidity for the building. The Harris, Scotten Co. will operate the plant.

Mounthope, Kan.—J. E. Howard, of Wichita, has purchased for \$4,000 the eltr. of G. C. Robins.

Halstead, Kan.—The Farmers Grain Co. has elected the following officers: E. C. Cadwell, pres.; C. A. Lehman, vice-pres.; R. M. Todd, secy-treas. and mgr.

The Kansas senate, on Feb. 22, passed the bill providing that a state railroad board shall make changes in freight rates upon due complaint. The bill is modeled after the drastic Texas law.

Danville, Kan.—The Farmers Co-operative Shipping Assn. has bot the 10,000-bu. eltr. of the Hunter Milling Co. The local members of the assn. have asked for their money back or the kind of an eltr. that Mgr. Hoffman promised them, claiming that the eltr. purchased is a "miserable, dilapidated, second-hand house, inferior in capacity, inferior in construction and inferior as a business proposition and not worth half the price being paid for it." About 50 farmers have signed the petition in which they refuse to accept the eltr. as an investment for their money.

Kansas shippers will protect their own interests by consigning their grain to their own order. The Supreme Court of the state has decided, in the case of Weber vs. C. R. I. & P. Ry. Co., 77 Pac. Rep., 533, Nov., 1904, that the use of the word consignee to designate the party entitled to protection under Chapter 100, Laws of 1893, is very unfortunate. The Court holds: "Under section 6 of Chapter 100, Page 176, Laws 1893 (Section 5943 Gen. St., 1901), the right to recover from a railway company for loss of grain delivered to it for transportation is expressly restricted to the consignee, his heirs and assigns. Held, that in an action based on the statute, the owner and consignor of grain delivered to such carrier cannot recover for loss or shortage of grain received by it for shipment."

## KENTUCKY.

Lewisport, Ky.—The Lewisport Mill Co. intends building a 40,000-bu. eltr. in the spring.

Perryville, Ky.—The Southern Star Roller Mills have let the contract to the Burrell Engineering & Construction Co. for the erection of its 25,000-bu. eltr.

## LOUISIANA.

New Orleans, La.—It is rumored that the Peavey Eltr. Co., of Minneapolis, will build an eltr.

## NEW ORLEANS LETTER.

The produce dealers in New Orleans are going to make a strenuous effort to capture for New Orleans a larger share than they are now enjoying of the business of supplying the government work in Panama.

The strenuous efforts that are being made to exploit the foreign rice markets is beginning to bear substantial fruit. Yesterday, Tuesday, there was shipped from New Orleans, for overseas, 25,065 pockets of rice, the largest single day's business ever done by the port. Part of this was to Europe, and most of it to Central America and Cuba.

Receipts fell off last week, heavily, but reports received Feb. 21 indicate that the end-of-the-month movement will be heavy. This will accord with the prophecies of the grain men of the city, who said that the slight diminution in the volume of export noticeable during the middle of

February was due to the desire of the shippers to await the end of February, and the possible further lowering of the grain rates.

The two weeks ending Saturday, Feb. 18, witnessed a slight decrease in corn shipments.

The total for the two weeks was 2,588,856 bus. This week the business has begun excellently. Monday, 300,000 bus. cleared for Europe, and Tuesday, the clearances were, 605,084 bus. It is estimated that over 2,000,000 will be cleared before the end of the current week.

Within the past fortnight active work has begun on the Public belt railroad, that will ring the city within eighteen months, and afford opportunities for the erection on the river front of independent eltrs. that may operate without reference to the railroad from which they draw their grain. James W. Porch, pres. of the commission, has been in conference with the railroad officials in an informal way, looking to an amiable adjustment of whatever differences may exist between them and the proposed Belt Railroad.

The New Orleans Board of Trade, and the grain men particularly, are making arrangements to entertain those of the visitors from the North and West expected to come here during the Carnival week, whose interests are allied in a business or a social way with the grain and Board of Trade men down here. It has been the custom every year for the local circles to see to it that their friends from elsewhere are well taken care of during the festive season, and they are determined that this year shall be no exception to the general rule.

On Friday, Feb. 24, the Rice Assn. of America is to meet in Crowley, La., for its annual session. Further efforts to spread the business of the rice farmers, merchants and millers, will be decided on. John W. Gates, who is heavily interested in the exploitation of the rice industry, passed through New Orleans for the West last week. It is said that he has a number of suggestions to make that will tend to revive the movement for the National Rice Company to erect eltrs. at Port Arthur, and from there endeavor to capture the rice export business.

Sec. Fred Muller states that New Orleans is not only nearer in point of actual miles, to the grain belt, than any one of the Atlantic seaboard ports, but that the route is all down-grade, no mountain ranges to cross, nor great excavations or tunnels to be built—consequently, that a pound of pressure will do much more work in any given time, expended on the roads leading to the Gulf, than on those leading to the Eastern seaboard. The secretary calls attention to the fact that in the present discussion nothing has been mentioned of these natural advantages and reasons—and that there has been a flood of crimination and recrimination on the ground that the tide to the South was flowing solely because of the cut in rates. The latest development in this contest is said to be now that the Chicago, Milwaukee & St. Paul has pooled interests with the other north and south roads, and will seek to have an outlet to the Gulf for its own freight that has customarily gone the way of the east and west roads. The presence in New Orleans just now of President A. W. Peavey, of the Peavey Eltr. Co., of Chicago, and of George B. French, general freight agent of the road, is said to give additional and substantial

basis for the report. It has been understood there that a new line is to be built to make a short route between New Orleans and Kansas City.—J. E.

## MARYLAND.

Baltimore, Md.—The United Feed Dealers Assn. incorporated, with no capital stock, for the encouragement and protection of the retail hay, grain and feed trade of Baltimore. Incorporators, Wm. Kalb, Alexander McClintock, Andrew R. Metzger, Samuel D. Ring and Ellsworth Armacost.

Ijamsville, Md.—The 2 grain eltrs. and flour mill of W. H. Turner burned Feb. 5, with about 2,500 bus. of wheat, 200 barrels of corn, 400 barrels of flour and 100 tons of feed. The fire is supposed to have started from live coals drawn from under the boiler when the mill was closed down the evening before. Loss, \$30,000; insurance about \$15,000.

Baltimore, Md.—Irvin & Bauernschmidt, hay and grain receivers, have dissolved partnership. John H. Irvin will continue in the business under the name of the Irvin Grain & Hay Co. The junior partner, John G. Bauernschmidt, will also continue in the business at his old address and under his own name. Mr. Bauernschmidt has applied for membership in the Chamber of Commerce.

## MICHIGAN.

Britton, Mich.—D. V. Nocker has succeeded Van Nocker & Swick, he having purchased the interest of Mr. Swick.

Coleman, Mich.—The Coleman Eltr. Co. has overhauled its eltr. The additional machinery was purchased from the Weller Mfg. Co.

Grand Rapids, Mich.—Martin L. Sweet, formerly prominent in the eltr. and milling business of Michigan, died suddenly Feb. 21, aged 86 years.

Sturgis, Mich.—W. Walter, of Findley, has bot the eltrs. of the Baluss-Dawson Co. at Sturgis and Klingers Lake. Possession will be given about Mar. 1.

Hopkins Station, Mich.—The eltr. and feed mill of W. F. Nicolai burned Feb. 2 with 1,400 bus. of wheat. Loss, \$8,000; insurance, \$2,000. The fire was caused by a defective chimney.

Linden, Mich.—It seems that we erred in stating that Judson Bros. had an eltr. at this point. This firm is regular in the trade at Gaines, but has no facilities whatever at Linden for handling either grain or beans, hence are scoopers and irregular.

## MINNEAPOLIS.

Memberships in the Chamber of Commerce are selling at \$3.00.

W. H. Lake, of Chicago, has bot a membership in the Chamber of Commerce.

A. P. Dapron has closed his office on account of inability to obtain a settlement from the Coe Commission Co. This is the third branch office of this big bucket-shop to get into financial difficulties.

The plan to establish a freight bureau failed to get the necessary 2-3 vote of the Chamber of Commerce. The assessment of \$25 on members to pay the expense of the traffic manager was objected to by the pit trading element.

## MINNEAPOLIS LETTER.

James W. Raymond, father of Daniel Raymond, of the Great Western Eltr. Co., died at Pasadena, Cal., Feb. 21.

The Barnett & Record Co. has been awarded the contract for the big coal and ore docks at Port Arthur.

J. W. Christy, of the firm of John Dunnet & Co., returned to Minneapolis last week from Sonora, Mexico, where he has large interests. Mr. Christy was near the scene of the Yaquis massacre when Dr. McCoy and A. L. McKenzie, of Chicago, were the victims.—J. R.

## MINNESOTA.

Norwood, Minn.—Jerry Hoeffken contemplates the erection of an eltr.

Lake Benton, Minn.—The Farmers Exchange Eltr. Co. will build an eltr.

Lester Prairie, Minn.—Mr. Dobratz, of Hutchinson, is buyer for the State Eltr. Co.

Claremont, Minn.—The Western Eltr. Co. will rebuild its eltr. early in the spring.

Brownton, Minn.—J. H. Fitzgerald, of Oriska, N. D., has purchased the eltr. of R. A. Grams.

Duluth, Minn.—The machinery has been installed in the eltr. of the Stone-Ordean-Wells Co.

Climax, Minn.—The Crookston Milling Co. will build an eltr. as soon as the weather will permit.

Lafayette, Minn.—Victor Lund has succeeded Roy Peterson as mgr. for the Great Western Eltr. Co.

Lismore, Minn.—A farmers co-operative grain company is being organized and an eltr. will be built.

Duluth, Minn.—The McCarthy Bros. Co. intends building an eltr. on the property recently purchased at Rice's Point.

Winona, Minn.—The International Harvester Co. is contracting with farmers to grow flax and sell it to the company to be made into binder twine.

Winona, Minn.—The large eltr. for the Winona Malting Co. is now ready for storage and barley is already being shipped in from nearby-points.

Governor Johnson has announced that he will make no appointments to the Board of Grain Appeals until after the adjournment of the legislature.

Duluth, Minn.—The Capital Eltr. Co. incorporated, \$300,000 capital stock, to operate the Imperial mill property. Incorporators, L. C. Harris, S. M. Reilly and J. D. Ellis.

Winona, Minn.—Emerson D. Dyar, secy. of the Western Eltr. Co., died very suddenly Feb. 21 of heart failure. He left the office on that day in apparent good health but about an hour after arriving home suddenly expired without warning.

John Landeen also has introduced a bill in the Minnesota legislature requiring railroads to put in track scales at stations shipping 50 or more cars of grain annually. Representative Christian Block is the third to introduce a track scale bill.

Nielsville, Minn.—The 40,000-bu. eltr. of the Nielsville Farmers Eltr. Co. was sold Feb. 4 for \$5,380 at public auction to satisfy the execution for judgment of \$5,400 held by the McCarthy Bros. Co. Nels Melness, one of the stockholders of the farmers' company, was the purchaser. It was intended that another company would be organized by the farmers but arrangements were not so made and the eltr. has been purchased by the Crookston Milling Co., which has been operating the eltr. since Aug.



Wheaton, Minn.—An effort is being made to organize a farmers eltr. company.

Sebeka, Minn.—Herman Kahler has been held to the grand jury on the charge of stealing grain doors out of Great Northern cars.

J. J. Quinn, secy. of the Tri-State Grain Dealers Assn., and Alexander Stewart of the Monarch Eltr. Co., are making the trip with the pure seed special train of the Milwaukee road thru Minnesota and the Dakotas, returning to Minneapolis, Mar. 2. Sixty towns will be visited.

Thief River Falls, Minn.—The Atlantic Eltr. Co., of Minneapolis, has let the contract for the erection of 29 eltrs., each with a capacity of 50,000 bus, on the new extension of the Soo line from Thief River Falls, Minn., to Kenmare, N. D. The Link Belt Supply Co. will furnish the machinery.

In the hearing on W. A. Nolan's bill for reciprocal demurrage Geo. S. Loftus of the St. Paul Commercial Club, related an instance where one of 119 cars of trust shipments was allowed to stand in the yards from June 17 to Oct. 16 without demurrage being exacted. At the same time all the small shippers were charged demurrage immediately that the 48-hour limit expired.

St. Paul, Minn.—H. Holbert & Sons, one of the oldest stock and grain houses of this city, suspended operations Feb. 9 and refused to pay balances due creditors, to take new business or to settle standing accounts until a full settlement can be made with all their creditors, which they expect to do soon. This temporary difficulty was the result of a run caused by anonymous rumors.

Geo. S. Loftus testified before the joint rate investigating committee of the Minnesota Legislature recently that the Milwaukee road is giving a cheaper rate on commodities shipped from Austin by way of the Northern Pacific to Duluth than from Austin to Harris or any other point on the Northern Pacific between St. Paul and Duluth; it is doing so in violation of the Minnesota long and short haul clause. J. T. Conley, A. G. F. A. of the Milwaukee, acknowledged the fact, but claimed it was an oversight. Mr. Loftus showed that the Great Western Road has advanced a rate without the consent of the state railroad commission. The Great Western says the raise was made inadvertently.

## MISSOURI.

Arbela, Mo.—Albert J. Robinson has not sold his eltr.

Grand Pass, Mo.—John Plattner contemplates the erection of an eltr.

The Missouri house passed the maximum freight rate bill Feb. 22, making material reductions.

St. Louis, Mo.—The Merchants Exchange has decided not to change the present \$20 fee on transfers of memberships.

Kansas City, Mo.—The grain dealers who are members of the Board of Trade contemplate incorporating a grain freight clearing office.

Kansas City, Mo.—The Kemper Grain Co. has brot suit against the M., K. & T. Ry. for loss in weight of corn and oats shipped to Windsor, Mo. In a shipment of corn recently there was a shortage of 2,700 pounds.

Kansas City, Mo.—The Walker Grain Co. incorporated, \$20,000 capital stock. Incorporators, J. E. Walker, H. H. Bell, and F. A. Wilds.

Kansas City, Mo.—The Chicago, Milwaukee & St. Paul road has let the contract for a working addition to its eltr. at Coburg to the Barnett & Record Co.

St. Louis, Mo.—Petitions have been circulated on the Merchants Exchange for and against having a vote on the admission of No. 2 hard winter wheat as a contract grade.

Kansas City, Mo.—The Board of Trade is keeping out of the grain rate fight that is raging in different markets, feeling assured that the railroads will give Kansas City fair treatment.

Kansas City, Mo.—J. D. Mann and W. H. Marsh have brot suit against J. W. Helm and the Board of Trade to obtain possession of a certificate of membership in the name of Helm. The three dissolved partnership in August.

The Burlington Road will run a special train from which professors of the University of Missouri will deliver lectures on seed and soil to farmers at country towns. A bureau for the distribution of pure seed wheat is to be established at St. Louis by millers and grain dealers.

St. Louis, Mo.—The Interstate Commerce Commission began its hearing Feb. 20 of the complaints of the St. Louis Hay & Grain Co. against the Mobile & Ohio, Burlington, and Wabash, and other railroads, involving reassignments of hay at East St. Louis and the alleged violations of the first three sections of the interstate commerce act.

Kansas City, Mo.—With regard to the report that the Chicago & Alton Railway has determined to build an eltr. at Kansas City, J. W. Blabon, frt. traffic mgr., writes that "While the matter has been more or less discussed, we have not progressed far enuf with the proposition to determine whether the eltr. will be built by the Alton or other interests."

St. Louis, Mo.—W. P. Kennett, T. R. Ballard, E. S. Tompkins, G. S. Powell and W. H. Danforth, a committee of the Merchants Exchange, were received by Pres. Roosevelt at Washington, Feb. 18. The Merchants Exchange resolutions indorsing the president's attitude on railway rate legislation were presented, with a verbal assurance that the people of Missouri cordially support him.

St. Louis, Mo.—Excessive switching and reconsignment charges are under attack and will have to be cut down. T. R. Ballard testified before the joint committee of the Missouri legislature Feb. 20 against the \$2 per car reconsignment charge. Switching charges are made as high as \$13.50. The matter has also been taken up with the Illinois Railroad and Warehouse Commissioners with whom the transportation committee of the Merchants Exchange held a conference recently. The Illinois Commissioners assured the committee of their cordial co-operation, and will bring suit if necessary against the roads making the excessive charges at East St. Louis.

St. Louis, Mo.—A way has been found to kill the manipulation of the option market from which millers have suffered for several seasons. A manipulator who has bot largely of the May option is to be loaded down with a lot of poor wheat that will be tendered him on contract when delivery day arrives. Millers, short,

speculators and certain grain dealers are shipping in hundreds of cars of red Russian wheat from Oregon to apply on contract. The fact that the western wheat is worth several cents less per bu. than the No. 2 red soft winter which is the true basis of value for the St. Louis futures makes the game all the merrier. It is a perfectly safe proposition, since the rules of the Missouri State Railroad and Warehouse commission and of the Merchants Exchange permit the tender of this wheat on contract. To make it still warmer for the bulls the Illinois Inspection Dept., it seems, has instructed the Illinois inspectors at East St. Louis to grade the western red wheat as No. 2 red winter, since the Colorado red, under which name it has hitherto been designated, no longer appears on the inspection sheets.

## MONTANA.

Belgrade, Mont.—The Gallatin Valley Grain & Warehouse Co. incorporated, \$10,000 capital stock. Incorporators, Mark L. and H. F. Salyards, of Duluth, Minn., and Lyman J. Morgan, of Belgrade.

## NEBRASKA.

Unadilla, Neb.—The Farmers Eltr. Co. has bot out the Morton Grain Co.

Lindsay, Neb.—The farmers of the vicinity are organizing to build an eltr.

Unadilla, Neb.—The grain trade is slow.—J. F. Ledam, agt. Duff Grain Co.

Stratton, Neb.—A new gasoline engine has been installed by J. O'Donnell & Son.

Davey, Neb.—The Farmers Co-operative Shipping Assn. is building a 15,000-bu. eltr.

Lincoln, Neb.—The Missouri Pacific has offered the Grain Exchange a site for a 500,000-bu. eltr.

Kearney, Neb.—The Westbrook-Gibbons Grain Co. contemplates the erection of an eltr. to cost about \$100,000.

Adams, Neb.—W. E. Bryson and J. A. Miller are negotiating for a site on which to build an eltr. and flouring mill.

Bruning, Neb.—The Bruning Grain Co. has bot a half interest in the local mill and will ship all grain thru the mill.

Lincoln, Neb.—The Benson Grain Co., of Heron Lake, Minn., has increased its capital stock in Nebraska from \$100,000 to \$200,000.

Lincoln, Neb.—The McCann Grain Co., of Western, has made arrangements for removing its headquarters from Western to Lincoln.

Stanton, Neb.—Frank Barnes, an employee of the Nye-Schneider-Fowler Co., was injured at the eltr. Feb. 8 by slipping from the icy roof after clearing out the cob spout.

Lincoln, Neb.—A special committee of the house has introduced a maximum freight rate bill making a 10 per cent reduction in the rates on grain, grain products and live stock.

Hampton, Neb.—Herm Cox was severely burned at the eltr. Feb. 11. The pipes to the gasoline engine had frozen and in his endeavor to pour boiling water down the pipes spilled the water over his arm.

Bancroft, Neb.—The Peavey Eltr. Co. is building an office to be used as a flour and feed store. Farmers will be able to exchange their grain for anything in the store.

Benson, Neb.—Peter Gravert has resumed his grain business after moving his plant.

Representative Dorani has introduced in the Nebraska legislature an amendment to the Ramsey law requiring railroads to put in a side track to eltrs. when demanded by the owner, under penalty of \$1,000 fine. The bill has been practically killed in committee.

Nebraska City, Neb.—Jas. L. Caldwell has brot suit against the Duff Grain Co. and Wm. J. Jones for \$375. Mr. Caldwell was the attorney for Mr. Jones in his suit against the Duff Grain Co. some years ago for damages sustained at an eltr. of the Duff Grain Co. in Cass county. The suit was compromised for \$375 but Mr. Caldwell claims that his interests were not protected.

Lincoln, Neb.—The Nebraska Co-operative Grain and Livestock Shippers Assn., at its recent meeting adopted the following resolutions: Be it resolved by this body that we as a state organization demand the aid and support of our members of the legislature in the passage of an eltr. and railroad law that will give every one who is or may become engaged in the buying and shipping of grain, stock, and merchandise equal rights and privileges. We denounce the vicious system of discrimination practiced by transportation companies in our state, denying the rights of individual or farmer companies to load and ship their grain, and ask that laws be passed by this legislature now in session to eliminate this evil.

Lincoln, Neb.—The Lincoln Grain Exchange was organized Feb. 6 with the following members: Alex. Berger, E. N. Mitchell, E. McCann, John B. Wright, E. D. Foster, W. T. Barstow, William Rundberg, Ong; F. D. Levering, C. G. Crittenden, W. H. Ferguson, three shares; U. G. Powell, J. S. Ewart, H. O. Barber, W. T. Auld, W. M. Burgess, M. H. Burgess, J. W. McDonald, F. M. Hall, S. H. Burnham, Woods Investment Co., Paul H. Holm, H. T. Folsom, William H. Raymond, J. H. Harley, Thomas Cochrane, E. E. Barber, W. C. Moore, Iowa; J. E. Miller, Griswold Seed Co., Edward E. Gustin, George H. Clark, W. E. Barkley, jr., Thompson Hotel Co., J. T. Evans, William Burke, Friend; H. E. Coe, W. C. Wilson, H. L. Aden, Valparaiso; T. L. Stewart, Palmyra; Joseph Whyte, Joel Dobbs, Virginia; Harpham Bros., F. W. Brown, H. J. Kent, R. Gienger, R. S. Proudfit, L. J. Dunn. The capital stock is to be \$100,000, divided into shares of \$100 each. Preliminary to incorporation the following officers have been chosen: Directors, for one year—Alex. Berger, F. M. Hall, E. N. Mitchell; for two years—W. H. Ferguson, W. T. Auld, U. G. Powell; for three years—J. E. Miller, John B. Wright, S. H. Burnham. The board elected the following officers: John B. Wright, pres.; W. H. Ferguson, first vice-pres.; U. G. Powell, second vice-pres.; Alex. Berger, treas.; F. D. Levering, sec. A committee composed of Messrs. Berger, Hall and Powell was appointed to draw up by-laws and present them at the next meeting of the board.

### NEW ENGLAND.

Fitchburg, Mass.—Jos. S. Poland, of J. & S. Poland, hay and grain merchants, died Feb. 15 from blood poisoning following an operation.

West Brookfield, Mass.—Benj. F. Rice has resigned his position as mgr. of the grain store of the Cutler Co. on account of poor health.

East Long Meadow, Mass.—Chas. S. Allen and C. S. Allen have filed a petition for the dissolution of the Meadow Co., of Long Meadow. The company was incorporated in 1888 to buy, sell and grind grain and manufacture knit and woven goods. The petition states that the company is out of business and that all claims and demands have been satisfied.

### BOSTON LETTER.

The Boston & Maine R. R. Co. has given up its freight yards at East Boston and has taken up all its tracks. The N. Y. C. & H. R. Ry. now has absolute control of this section.

While there is no marked improvement in exports from this port, indications point to an increase. The demand for corn abroad continues good. The shipments of export grain last week aggregated 421,000 bus. The Saxonia, for Liverpool, carried 60,000 bus. of corn; Michigan, for Liverpool, 42,000 bus. of corn; Lancastrian, for London, 77,000 bus. of corn; Dalton-haf, for Rotterdam, 150,000 bus. of corn; Martello, for Hull, via New York, 25,000 bus. of corn; Alexander, for Copenhagen, 42,000 bus. of corn, and Iberian, for Manchester, 25,000 bus. of barley.—H. B.

### NEW JERSEY.

Gloucester, N. J.—Chas. C. Dempsey intends building a coal eltr. with capacity for about 800 tons.

### NEW YORK.

New York, N. Y., Feb. 15.—We can advise our friends to dispose of their hay before river navigation opens.—Gilbert Plowman & Co.

Buffalo, N. Y.—The Husted Milling & Eltr. Co. is making extensive additions to its plant. The machinery will be furnished by the Weller Mfg. Co.

Buffalo, N. Y.—J. D. Shanahan, the popular and efficient chief inspector and weighmaster of the Chamber of Commerce, was married Feb. 1 to Mrs. Minnie F. Hair. Last month Mr. Shanahan went on a trip to the island of Jamaica solely for the benefit of his health, run down by overwork. His health improved rapidly, but he became lonesome and determined to hasten his contemplated marriage, and arranged with the lady of his choice to meet him in New York City on his return. Mrs. Shanahan formerly was of Rochester, N. Y., a niece of the late Senator Parsons, for many years a member of the New York State Legislature. She is manager of the Castle Inn, at Buffalo. On the first day of his arrival on 'Change Mr. Shanahan was overwhelmed with congratulations. His many friends in the trade wish him and his a long life and much happiness.

### BUFFALO LETTER.

Grain is now coming in rather slower than formerly and it is badly scattered, but it is in unusually good condition.

Buffalo needs more storage a part of the year, especially in winter, but it is not thought that the earnings of the eltrs. of late are such as will warrant more of them right away.

In spite of the very hard task of keeping the harbor open, there is both wheat and flaxseed unloading right along, and

the winter cargoes will be pretty well out by the time the ice is gone, as it looks now. The Washburn-Crosby mill takes all its wheat from that source.

H. M. Barker, of Charles Kennedy & Co., has returned from his trip to Mexico, not having run up against any stray gang of Yaqui Indians, but well up in the technique of Mexican bull fights, which he has been good enough to impart in occasional demonstrations to the stay-at-homes on 'Change.

The severity of the weather no nearly tied up all the railroads that it was pretty nearly useless to load anything into cars, for it stood there usually for any length of time, waiting for the snow blockade to lift. It has been several years since there has been so much difficulty from the snow as there was in this section during the week ending Feb. 18.

The Chamber of Commerce is naturally much interested in the move of New York shippers and commercial men generally to stop the efforts of the gulf rail lines to capture all the grain and other freight that would otherwise come by this route. At the late meeting on the subject held by the New York Produce Exchange, Buffalo was represented by S. W. Yantis, T. J. Stofer and L. S. Churchill.

The sale of grain is now mostly confined to corn and oats, for nobody wants the regular wheat, either spring or winter, and dealers have had to depend on the state millers and others who are experimenting with frosted and other low-grade wheat. Most millers shake their heads and say that no profit is possible from that source, and there is precious little in the milling of any wheat, for flour has been too low all winter.

Some of our enterprising lake men have established a new grain and package-freight line from Buffalo to the Canadian port of Fort William on the far side of Lake Superior, to be called the Canadian Fort William line. They have three moderate-sized steamers ready to start at the opening of navigation, and claim that the late increase of settlement of the Canadian Northwest is sufficient to warrant a venture of the sort. John J. Boland & Co., Buffalo vessel agents, will manage the line.

The barley that went into the water when the Ontario Eltr. collapsed last October, nearly 100,000 bus., has now all been removed and dried in the Dole malthouses, and work in progress on the ruins will, in time, disclose the state of the foundation when the eltr. fell, as it ought not to have changed materially since the accident. If the bottom on which the eltr. stood, is found in good condition there will be some chance of collecting the insurance, as there is some evidence of explosion.—J. C.

### NORTH DAKOTA.

Harvey, N. D.—Geo. Gackle will build an eltr. this summer.

Forest River, N. D.—D. S. McLeod, of Pembina, is agt. for the Monarch Eltr. Co.

Towner, N. D.—C. A. Romstad has taken charge of the eltr. for the Imperial Eltr. Co.

Oriska, N. D.—A farmers eltr. company has been organized and will build an eltr. next season.

Christine, N. D.—Ed. Foss has succeeded P. A. Hoyem as mgr. for the Miller Eltr. Co.



Hampden, N. D.—The Burgess Eltr., the first eltr. to be completed at Munich, is now in operation.

Cogswell, N. D.—J. W. Prentice has succeeded J. A. Shottell as mgr. for the Osborn-McMillan Eltr. Co.

Underwood, N. D.—The eltr. to be built for Gackle & Grosz will have capacity for 30,000 bus. of grain.

Bismarck, N. D.—The bucket-shop bill reported in this column Feb. 10 has passed the house and senate.

Hampden, N. D.—The Winter & Ames Co. has opened its house at this point and Wm. Pickley has been appointed buyer.

Michigan City, N. D.—The farmers have organized the Farmers Eltr. Co. with D. Dunlap as pres. and W. S. Fowler, secy. An eltr. will be built.

Cando, N. D.—The Farmers Eltr. Co. has purchased the eltr. of W. E. Lowell. A feed mill will be operated in connection with the grain business. Ralph Atkins is mgr.

Bismarck, N. D.—A bill establishing a grass and agricultural experiment station has been introduced in the North Dakota legislature by Representative Gibbons.

Washburn, N. D.—The Soo Line has let the contract for the erection of a transfer eltr. It will receive grain coming down the Missouri river by boat and transfer it to cars. A marine leg and belt conveyor will be put in.

Bismarck, N. D.—The pure seed special lecture train of the Soo Road will stop Mar. 7 at Wishek, Lehr, Kulm and Fullerton; Mar. 8 at Forman, Ransom, Lidgerwood and Hankinson; Mar. 9, Fingal, Valley City, Rogers, Courtney; Mar. 10, Cathay, Fessenden, Harvey, Anamoose; Mar. 11, Minot, Carpio, Donnybrook, Kenmare, Bowbells.

## OHIO.

Carroll, O.—J. P. Gundy has succeeded Gundy & Son.

Lafayette Sta., Herring P. O., O.—The eltr. for Shrider & Binkley has been completed.

Cincinnati, O.—The business of Henry Heile & Sons will be continued as Henry Heile's Sons.

Ridgerton, O.—Sneath & Cunningham, of Tiffin, have installed a Weller Telescope Flexible Spout, furnished by the Weller Mfg. Co.

Cincinnati, O.—W. W. Granger, of the Union Grain & Hay Co., has purchased for \$3,000 a tract of land, 50x82 ft., and will build on the site.

Weston, O.—E. J. Martz, eltr. and mill operator, died Feb. 14 at Orlando, Fla., from Bright's disease, from which he had been suffering for some time.

Buckland, O.—The Dingleline Grain Co. incorporated, \$10,000 capital stock. Incorporators, W. N. Dingleline and wife, R. W. Sharp and wife, and W. G. Brovein.

Columbus, O.—The Ohio Shippers Assn. on Feb. 15 elected W. S. Thomas of Springfield pres.; J. W. McCord of Columbus, secy. and treas., and E. W. Seeds of Columbus chairman of the executive committee. Resolutions were adopted demanding the passage of the Esch-Townsend bill, and congratulating the president on his vigorous action toward securing legislation for the regulation of freight rates.

Greenville, O.—The Greenville Feed Co. incorporated, \$10,000 capital stock. Incorporators, H. M. Wenger, A. Jacomet, Z. T. Dorman, J. H. Schwaber and C. M. White.

Carroll, O.—J. C. Shaeffer has leased the old A. Kistler eltr. plant, located on the Hocking Valley Ry. The eltr. has capacity for 10,000 bus. and has been idle for over a year.

## TOLEDO LETTER.

The Tiffin Cereal Co., of Tiffin, has reduced its capital from \$50,000 to \$20,000.

The Farmers' Eltr. Co., of Houston, capital \$5,000, has been incorporated by A. H. Ginn, J. H. Cruse, George H. Gintner, John R. Wolaver and W. H. Mort.

Grain and eltr. men of Weston, Bowling Green, Grand Rapids, Tontogany and North Baltimore, held a meeting at the Fayram Hotel at Deshler a short time ago for the purpose of organizing.

Not forgetting the experiences from disastrous floods of a year ago, grain and seed men are already preparing for the worst. A year ago, considerable damage was done by the floods, but precautionary measures are now being taken in time. Already the seed in the warehouses along the river front is being removed to higher places.—H. D.

## OKLAHOMA

Newkirk, Okla.—All eltr. men should have your paper.—L. A. Dugan.

Newkirk, Okla.—L. L. Hime, of Freeport, has purchased the eltr. interests in Okla. of L. A. Dugan, who will retire from the grain trade. Possession was given at once.

Guthrie, Okla.—The lower house of the legislature has passed the Maxwell bill, which is to create a board of railway commissioners. It is a combination of the Kansas and Texas railway commission laws and was opposed by the railroads. It is expected that the bill will be passed by the upper house.

## OREGON.

Albany, Ore.—A. C. Westgate has been admitted into partnership with G. A. Westgate.

## PENNSYLVANIA.

Philadelphia, Pa.—Jas. B. Canby has been elected chairman of the grain committee of the Chamber of Commerce.

Philadelphia, Pa.—The 4-story feed warehouse of Beaton Bros., at West Philadelphia, burned Feb. 10 with 1,000 tons of bran, 500 bus. of corn, 250 bales of hay and large quantities of feed of all kinds. Loss, \$15,000.

Philadelphia, Pa.—The following officers were elected by the Commercial Exchange at its annual election Jan. 31: Jas. L. King, pres.; Wm. J. Koch, vice-pres.; Samuel C. Woolman, treas. Directors, to serve one year—Jos. Bosler and Geo. M. Warner; directors to serve 2 years—Watson W. Walton, Wm. R. Cornell, P. A. McClain, Wm. McAleer, jr., Clarence W. Wagar and A. Judson Stites. One of the most striking methods for getting votes was used by Wm. J. Koch, who was elected vice-pres. Several crates of oranges and apples were placed on his table and the members told to help themselves and cards were distributed with a piece of coke attached.

## PITTSBURG LETTER.

While reports indicate additional strength in western rye markets, particularly Milwaukee, there is not any such condition here, where demand is meagre, and confined to a few purchasers.

Millfeed is dull. There is a trifling improvement in the call for winter wheat bran, but not sufficient to hold up quotations, which have sought a lower level within the past two weeks.

Straw has held steady for several weeks, and the list of prices has shown few variations. Receipts have been just about right for demand, the only feature being the fact that much more oat straw has been selling than usual, this being due to the fact that wheat has not come forward in as desirable a condition as usual. Rye straw has shown some weakness, but is gradually getting into normal demand, inquiries being on the increase.

Shelled corn receipts have not been so heavy, while there is more inquiry from country buyers. Of course, this refers to yellow, as mixed has never much call in this territory. Dealers seem to be better satisfied with the shelled corn condition just now than for some time. This does not mean, however, that there is an opening for any largely increased consignments, for the market has been so well supplied for many weeks that it will quickly respond unfavorably to any increase in receipts which may be of sufficient quantity to affect prices.

Ear corn was in better demand last week than it had been for some time. Even at the risk of being pessimistic in the present report it must be admitted that there has not been as strong a market for corn as could have been desired. Complaint is being made of the husky condition of many of the cars recently shipped to this market, which is a very undesirable state of affairs, making trouble between shipper and receiver, for such corn will not grade higher than No. 3 no matter what may be the quality of the grain. Shippers are cautioned to watch this in their own interest.

The disappointment of the season has been found in oats. No one has been making any money out of this grain, which has come forward in profuse quantities at all times, and the market has been demoralized. Cars on consignment have made market prices, receivers of such shipments always selling quickly at whatever could be obtained, without reference to general conditions. One heavy dealer says he has not made a cent on oats since the first of the year. Pittsburg prices have been for some time below Chicago, an anomaly which is hard to explain, the only known fact being that it exists. Students of the market, being asked to explain the situation, throw up their hands and reply that they know nothing about it.

It is not always that the purchaser can control the hay market, but he certainly has been having his innings to what should prove his entire satisfaction for several weeks past. The market is almost stagnant as to lower grades, owing to the long reign of low quotations for the best grades, and only immediate requirements are being covered by consumers. They stubbornly refuse to have faith in any predicted rise, and will not load up. Clover mixed hay is called for in a steady way, absorbing the receipts about as fast as they arrive, if the quality is No. 1, but lower grades are quoted nominally, and

the first desideratum is to get the buyer in line for such hay, when the price is generally made to suit him. There was some increase in the call for prairie hay last week, and the market showed a slightly better tone.

A laudable ambition to possess a permanent home for the Pittsburg Grain & Flour Exchange, together with proper offices for its members, and other commission merchants who might wish to avail themselves of the opportunity of quarters in a building devoted to such business, is manifesting itself among a number of local dealers. At one time, a number of years ago, there was talk of securing realty and erecting a building, which should contain grain exchange quarters and offices for business, and it would have been possible then to purchase the ground at a low figure compared with present enhanced values. But there was the usual number of objectors, and the project fell through. Now it is being revived, in a quiet way, and it is thought something may yet be done. An investment, even at values now ruling, would be profitable, and if some of the progressive spirits can bring the others around to their way of thinking, a fine building, adequate to the wants of the immense business transacted here, may be the result.—C. H.

### SOUTH DAKOTA.

Hazel, S. D.—The farmers will organize a company to build an eltr.

Aberdeen, S. D.—The McCaull-Webster Eltr. Co. is building a lumber yard.

Salem, S. D.—D. N. Potter has succeeded Fred Ripke as mgr. of the Peavy Eltr.

White, S. D.—E. A. Bowle, of Pipestone, has taken charge of the eltr. for Howard & Bemis.

Humboldt, S. D.—T. O. Raney has been appointed temporary secy. for the farmers who are organizing an eltr. company.

Wheeler, S. D.—The C., M. & St. P. Ry. will build an eltr. on the Missouri River opposite Wheeler for the accommodation of the farmers in the Whetstone valley.

Henry, S. D.—The eltr. of the Western Eltr. Co. burned Feb. 2 with 27,000 bus. of wheat. The fire is supposed to have been of incendiary origin as it started in the side of the eltr. away from the office or fire of any kind. G. C. Patterson is agt.

Flandreau, S. D.—A stock company has been formed by S. P. Carr, Dennis Jacobs, T. E. Carter, and others, to build an eltr. and mill, to replace the plant burned recently. Work will be commenced on the plant about Apr. 1. S. P. Carr is mgr. of the company.

### SOUTHEAST.

Odessa, Del.—Columbus Watkins, a prominent grain shipper and steamboat owner, died Feb. 7, aged 76 years.

Montgomery, Ala.—The National Cotton Oil Co. will build a 15,000-bu. grain eltr. and a mill, the plant to cost about \$35,000.

### TENNESSEE.

Loudon, Tenn.—Horne & Goans will build an eltr.

Nashville, Tenn.—John C. Bennett & Co. have succeeded Bennett & Hawkins.

Memphis, Tenn.—The Steel Eltr. & Storage Co. has joined the Grain Exchange.

Nashville, Tenn.—The Southeastern Millers Assn. at its meeting Feb. 8 took no action on the reshipping privilege.

Memphis, Tenn.—The city chemist has been testing samples of grain and feed sold in Memphis with a view to stopping adulteration.

Mt. Pleasant, Tenn.—Hunter & Man-kin, whose plant burned Oct. 31, have let the contract for the erection of a 30,000-bu. steel tank for grain.

Nashville, Tenn.—The transportation committee of the Chamber of Commerce is considering the advisability of appointing a freight commissioner.

Humboldt, Tenn.—The Humboldt Mill & Eltr. Co. incorporated, \$20,000 capital stock. Incorporators, Jas. R. Evans, Geo. W. Clement, Victor F. Jockey, Edw. W. Clement and Emma C. Clement.

Memphis, Tenn.—The Frisco system has postponed the effect of the 3-cent reduction in grain rates from Feb. 15 to Feb. 20. The Iron Mountain has reduced grain rates from Memphis to points in Louisiana and Arkansas.

Nashville, Tenn.—As the result of the recent meetings of railway officials at Louisville it has been agreed by the roads to station an inspector at Nashville to watch the shipments of grain thru that point to see that Louisville and Memphis are not robbed of their proportion of the traffic and that rates are strictly maintained.

Memphis, Tenn.—The many friends of N. S. Graves, secy. of the Merchants Exchange, will be grieved to learn that he has recently been a sufferer from the results of a sprained and broken ankle. He is now able to be about on the floor of the Exchange with the assistance of crutches but it will be some weeks before he will entirely regain the use of his ankle.

Memphis, Tenn.—The new Memphis Grain & Hay Assn. has elected the following officers: Thomas B. Andrews, pres.; Vernon L. Rogers, vice-pres., and Wm. P. Brown, secy. and treas. Directors: T. B. Andrews, C. D. Jones, V. L. Rogers, W. P. Brown, H. H. Maury, Joseph J. Wade, J. W. Fulghum, J. B. Edgar, J. A. Buchanan, S. T. Pease, D. G. Patton, W. D. Moon, Ike A. Chase, A. R. Sawers and L. R. Donelson.

Nashville, Tenn.—Receipts for the week ending Feb. 18 were 156 cars of grain and 196 cars of hay; compared with 311 cars of grain and 149 cars of hay for the corresponding week of last year. Stock on hand Feb. 18, 198,400 bus. of wheat, 128,700 bus. of corn, 337,250 bus. of oats, 17,500 bus. of barley and 140 bus. of rye; compared with 197,200 bus. of wheat, 193,000 bus. of corn, 129,000 bus. of oats, 9,000 bus. of barley and 600 bus. of rye on hand on the corresponding date of last year.—Geo. W. Hill & Co.

Nashville, Tenn.—The main eltr. of the Liberty Mills burned Feb. 8 with 40,000 bus. of wheat. The fire started on the fifth floor and could have been put out without the aid of the engines if more extinguishers had been at hand, the fire having been almost out when the twelfth and last one was used. The other eltr. and the mill was not damaged, altho the contents were smoked to some extent. The plant had just been started up after a month's shut down to install \$8,000

worth of machinery. Loss, \$67,650; covered by insurance. The eltr. will be rebuilt.

### TEXAS.

Cleburne, Tex.—L. C. Carson has succeeded Hamrick & Carson.

Prosper, Tex.—The Lone Star Milling Co. will build a 200-barrel flour mill.

Frisco, Tex.—The Celina Mill & Eltr. Co., of Celina, will build eltrs. at Hebron and Frisco.

Galveston, Tex.—The firm of Hanna & Leonard has closed its business, and J. J. Hanna is liquidating its affairs.

Celina, Tex.—The Celina Mill & Eltr. Co. will increase the capacity of its mill to 300 barrels and will install a 250-h. p. plant.

Van Alstyne, Tex.—C. F. Gribble, trustee of the assets of the Beall Mill & Eltr. Co., has sold the property for \$15,000 to the Grayson County National Bank.

Houston, Tex.—The Texas Rice Mills will build a 4-story mill, 60 x 60 ft., and a 2-story warehouse, 100 x 200 ft., with 100-ft. ell. The plant will have a capacity of 600 barrels of rice in 12 hours.

Sherman, Tex.—The Pittman & Harrison Co. incorporated, \$30,000 capital stock, to do a wholesale and retail grain and milling business. Incorporators, J. P. Harrison, Dick O'Bannon and Emile L. Benzel.

Nederland, Tex.—A petition in involuntary bankruptcy has been filed against the Nederland Rice Milling Co., alleging insolvency. The claims amount to \$6,183. Geo. M. Craig, on Jan. 7, was appointed receiver of the company.

Paris, Tex.—The Paris Board of Trade adopted resolutions, Feb. 10, protesting against the passing of a bill creating the office of state grain inspector. Copies of the resolution will be sent to the Lamar county representatives and the state senator from this district.

Galveston, Tex.—The refusal of the Texas Railroad Commission to permit the railroads to make a thru rate from Missouri River points less than from Texas common points to Galveston, which is 12½ cents, is preventing the roads having terminals at Galveston from making a fight for the corn traffic that is going to New Orleans.

Ft. Worth, Tex.—The new eltr. of the Sanger Grain Eltr. Co., at North Ft. Worth, which has been in operation for only a few weeks, burned Feb. 12, with about 20,000 bus. of grain. The origin of the fire is not known, but it is thot to have started from a hot box in the top of the building. Loss, \$20,000; insurance, \$4,500 on building, \$2,500 on machinery and \$2,500 on grain. C. S. Henderson is general mgr. of the company.

Texarkana, Tex.—The Fouke-Shepherd Grain & Commission Co. has been organized by Col. Geo. W. Fouke and C. L. Shepherd, of Texarkana, and Geo. E. Dilley, of G. M. Dilley & Son, Palestine. The company will do a large grain business and a general commission business in all lines. Another feature will be that the firm will provide storage capacity for cotton and will make liberal advances on the same to owners who wish to hold for higher prices. C. L. Shepherd will be general mgr. and W. P. Littlejohn, who has been with the Arkansas & Texas Grain Co., will have charge of the grain department.



## TEXAS LETTER.

A number of new irrigation companies have been organized in the rice belt, and it is evident there will be a material increase in the rice acreage of the state during the coming season.

Two bills are before the Texas legislature in which the grain people are very much interested—the bill to provide for state grain inspectors and “flour mill inspector.” The grain men would like to see a bill providing for inspectors, but it is understood that this bill provides for inspectors at every point where grain is shipped, and for that reason there would be quantities of inspectors at the cost of quality, and they would do no good. The bill is meeting with the opposition of the commercial bodies of the state, and it is doubtful if anything will be done.

The rate war on grain has at last affected the local rates in the state, or rather the rates to the state. The roads entering Texarkana made a cut to 10 cents, which was promptly met by the other roads entering at other gateways, so that the rate on grain to Texas gateways is 10 cents at all points. This is, of course, affecting the rate to all other points, because the combination of the rate to the gateway and the local rate to other points is less than the through rates. There is considerable talk among the grain men and among the railroads of a probable cut in the local rates in the state. It is stated that while nothing has been done in the local rates at this time, it needs but a starter to cut them to pieces, and it is very likely that some road, which is not getting its share of the grain business will make some concession and thus bring on the local war. These rates into the gateways took effect Feb. 18, and there is likely to be a large movement of grain in the next few days on the reduced rate.—J. S. W.

## WASHINGTON.

Chehalis, Wash.—The American Flax Fiber Co., which is to erect a fiber factory, contemplates later erecting a linseed oil mill.

Waterville, Wash.—Thompson & Brown have succeeded Asbury & Thompson as owners of the Waterville Roller Mills. A 50-h. p. motor has been installed and the plant will be run entirely by electricity.

Bellingham, Wash.—Frank J. Donley, senior member of the firm of Donley & Farley, hay and grain merchants at Bellingham and Marcus, died Feb. 7 from hemorrhage of the stomach, after only a few days' illness.

Long's Station, Dayton P. O., Wash.—The grain warehouse of W. H. Richardson collapsed Feb. 9 and about 100 bus. of grain were thrown into the Tucket river. The house contained about 30,000 bus. of wheat and the heavy weight is supposed to have weakened the foundation.

Walla Walla, Wash.—W. W. Raymond, grain dealer, has protested to the Commercial Club against the discrimination practiced by the railroads against Walla Walla on shipments of grain and flour to eastern markets. The rate from Walla Walla to Chicago and St. Louis is 2½ cents higher than the rate to the same points from points north of the Snake River.

## WASHINGTON LETTER.

Oats and barley have now reached the highest price in the last two years, oats

being worth \$1.25 and barley \$1.10 per 100 pounds. There are no sales in these grains.

The Farmers Grain & Supply Co., of Washtucna, last week shipped 1,000,000 pounds of wheat. Some of the grain went to Albina, Ore., for export, but the larger part was shipped to East St. Louis.

C. W. McCoy & Co., of Sprague, are in receipt of letters from various parts of the country asking for samples of the McCough bluestem wheat, which was raised near Sprague, and which took first prize at St. Louis.

Feed dealers of Walla Walla are becoming alarmed at the extreme scarcity of feed barley. Only a few small lots remain in the owners' hands, and these are being held at almost prohibitive prices. The small acreage of barley in the neighborhood of Spofford, where heretofore large quantities have been grown, is responsible for the shortage in Walla Walla.

The largest sale of wheat made in several months in Palouse has been closed with the Kalispel Milling Co., by J. A. Miller, a local grain dealer. The sale included over 25,000 bus. of red wheat, for 78 cents per bus., bulk, this being equal to 80 cents sacked. The wheat goes to the eastern market. Bluestem is worth about 5 cents more a bushel than red.

That macaroni wheat is destined to become the wheat for semi-arid sections is proven by the experience of some of the ranchers in the vicinity of Prosser, Wash. Last year a number of the ranchers sowed seed of different varieties of macaroni wheat under the same conditions as ordinary wheat. One man put in sixteen varieties, and two of them yielded practically double that of any other wheat.

## WISCONSIN.

De Forest, Wis.—The DeForest Lumber Co. has bot the grain eltr. of and succeeded the Hamen Lumber Co.

Milwaukee, Wis.—H. B. Drayton and Geo. B. Starbuck, of the defunct Mack Commission Co., charged with violating the state banking laws, failed to appear for trial and forfeited their bonds.

Madison, Wis.—Not content with worrying the grain trade with his inspection bill, Senator Hudnall has introduced a measure to permit Superior and other cities to levy and collect taxes on eltr., docks and other terminal property of railroads.

Milwaukee, Wis.—The C. C. Rogers Co., grain brokers and commission merchants, will retire from the grain and stock business soon and engage in other business. The offices of the company, and, it is thot, its business, will be taken over by the Jackson Bros. Co.

Superior, Wis.—The directors of the Board of Trade at a recent meeting accepted the resignation of H. C. Stivers as secy. and elected A. N. Lent in his place. H. T. Fowler, M. P. Schmitt and Frank R. Crumpton were appointed a committee to draft resolutions urging the legislature to pass the state grain inspection bill. To raise funds for the inspection campaign the directors resorted to the following expedient: Receipts in the amount of \$10 or multiples of \$10 will be issued and sold; these receipts will be made negotiable and made good for payment of dues on outstanding board memberships or can be applied on purchase price of new membership as the holders or purchasers of the receipts see fit.

Milwaukee, Wis.—Wm. Archibald McCoy, a grain broker, has filed a petition in bankruptcy. Liabilities, \$6,514, with all assets claimed to be exempt.

Superior, Wis.—The Grand Republic Mill property will soon be sold, it is reported, but with the understanding that it is not to be used for flour milling purposes. The plant, which is on the water front, has a grain and cleaning eltr. with a capacity of about 250,000 bus.

Little Suamico, Wis.—John Grosse & Bro. have made arrangements with the C. & N. W. Ry. for the erection of an eltr. The main building will be 40x60 ft., with an engine room 16x20 ft., and will be operated by a 20-h. p. gas engine. A steam hay press will be run in connection with the eltr.

Madison, Wis.—Governor LaFollette's railroad commission bill, introduced in the senate by Senator Merton, is very sweeping in its provisions, giving the commission power to make rates, even without complaint, to regulate switching and other charges, assess damages when shippers have suffered loss.

## MILWAUKEE LETTER.

A joint committee of the Senate and Assembly is now holding hearings on the rate commission bill.

The plan for establishing an official bureau of inspection and weighing is resting in “innocuous desuetude.”

Flax finds a good market in Milw. and more could be placed to advantage than is now arriving. The crushers have worked steadily since early in the fall.

Among those who were recently elected members of the Ch. of Com. are J. H. Bourassa and C. H. Candy, of Chicago, and Jos. Rosenheimer, of Schleisingerville, Wis.

One of the brightest features of the market has been the strong demand for rye, local requirements being in excess of receipts. No. 1 has nearly reached the record price attained early in the winter.

Thos. Gill, attorney for the Wis. Cent. R'y. and Manager Klapp, of the Wis. Car Service Ass'n, appeared before the Assembly committee on RR's to oppose the reciprocal demurrage bill. Sec'y Spoerri, of the Wis. Gr. Dirs. Ass'n, spoke in favor of it.

There has been some increase in receipts of barley, but the demand is equal to the supply, and the outlook for future business excellent. Choice Wis. continues most active in request, but other N. W. offerings are salable at good prices.

The freight blockade in the local R. R. yards has been broken as a result of untiring efforts on the part of the local terminal officials. A large number of trains were sent out and distributed over the various divisions in record-breaking time.

Good milling wheat is in fair demand, such of it as can now be put on sale, but very little of this grain has come in for the past few weeks. Most of the present offerings are medium and off grades, which have been held for some time awaiting buyers.

There is a good demand here for sample corn and prices are firming up again. Receipts via the C. & N. W. R'y have been selling at a premium. Cars which left shipping points while the old “through” billing was still in effect, are in demand from the eltr. men.

Recent government statistics relating to lake commerce indicate that Milwaukee is

still the leading port on the Great Lakes. During December, the arrivals and clearances were more than double those of Chicago and So. Chicago, altho for the full twelve months of 1904 they run nearly even.

"There is no reason in the world why any R. R. now running into Milwaukee should be opposed to a belt line," said a prominent man recently. "It would help all of them; it would mean greatly increased business." Undoubtedly, but you can't make them see it. They prefer to continue the short-sighted policy which is doing much to ruin this city's grain business.

As an offset to the dreary cry of "nothing doing," it is recalled that Milwaukee's fame as a wheat market was once as wide as her present notoriety as a center of beer making. The records of the Ch. of Com. show that in one year (1873) Milw. received nearly 29 million bu. The years following were "fat" ones for quite a period; then the decline commenced, which has carried business here to the present low ebb.

Senator Hudnall, backed by imposing petitions from his constituents, both en masse and singly, secured the passage of his grain inspection bill for Superior, with very little ado, by the state senate. The measure was allowed to go through by default. No one here seems to care a demi-cuss about the matter, altho some condemned the bill when introduced. The evil results of allowing political inspection to get a foothold in the state will be felt, probably, when it is too late to stop them.

The directors of the Chamber sent to Senator Elkins an official communication

commending Pres. Roosevelt for his stand on the transportation question and asking for the reporting of the Esch-Townsend bill as it was received from the House. It is not apparent that this had any effect upon the urbane but evasive Chairman of the Senate Committee on Interstate Commerce, any more than the resolutions of a similar tenor adopted by the Legislature of his own state. His constituents live mostly in New York, anyway.

The threatened squabble over interest charges has subsided for the time being, as not enough grain is moving to require very large advances to shippers, but when agreements are made later on for another season's business, the question will be a live one. Country dealers who are shrewd enough to take advantage of the competition between receivers in the various markets, will be able to get their funds at the lowest rate allowed by the rules now in force, which are not so rigid but that they will permit of some stretching—either way.

The Mil. Ch. of Com. adopted a resolution, recently, urging Congress to defeat the amendment to the appropriation bill making privilege and option trading illegal. This class of business, it was declared, is necessary to the grain trade, and hasty action on a matter of such importance was deprecated. When the petition was reported in the "Congressional Record" its purport was given as the exact opposite of that intended—a "mistake" that has happened often enough in reference to other petitions, such as those relating to R'y legislation,—wonder why?

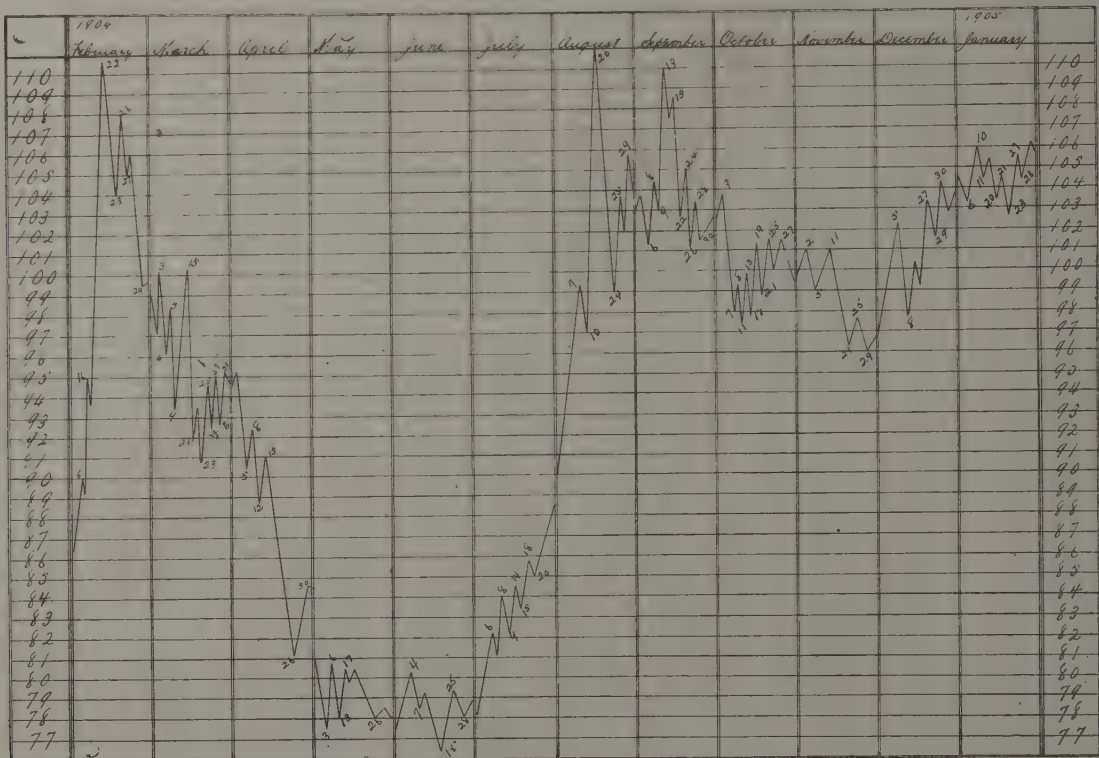
There has been a good deal of carping criticism here of the manner in which the

Journal "tells things" that sometimes do not redound to the credit of the local exchange; but it comes entirely from a coterie of shellbacks who have had everything their own way for so long that they are amazed at the temerity of anyone who suggests "improvements." What is there to improve? Isn't the market being "run" on a system that will put good profits in the pockets of "me and my son, John," and a few others? Your correspondents here are not asleep, as an impatient Oshkoshite suggests, but what is the use of stirring up a fracas over unimportant matters of the kind he mentions? We don't always want to be "knocking" where we are earning our bread and butter.

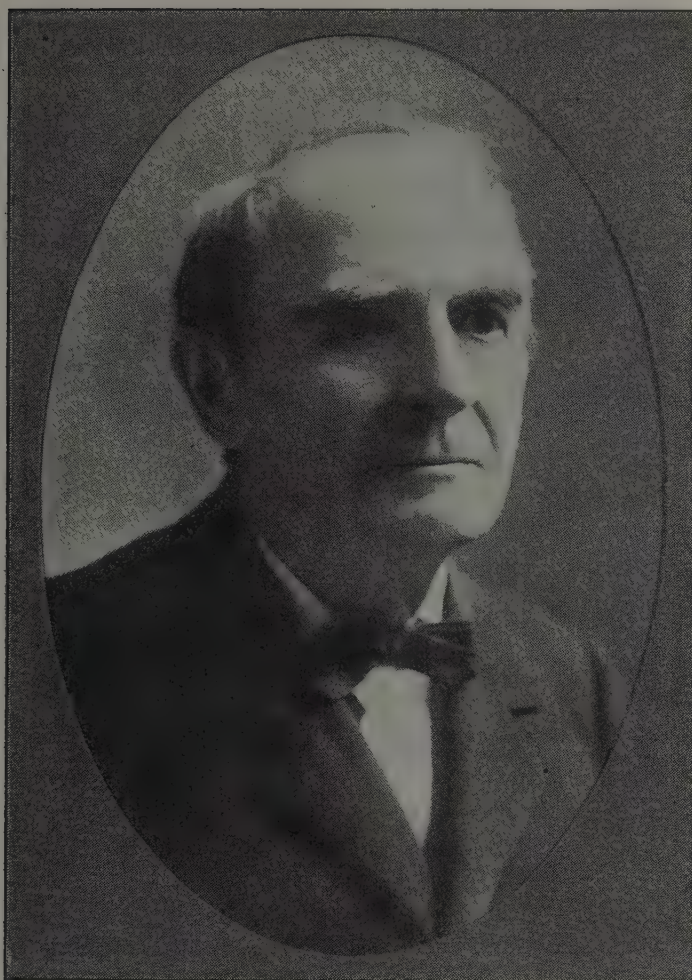
### Winnipeg Wheat Options.

On this page we present a chart showing the important fluctuations in the Winnipeg wheat market, from Feb. 1st, '04, to Feb. 1st, '05. Altho at one time during the campaign of Feb., '04, Winnipeg May wheat sold 2 cents above Chicago May, the price has since dropped to 15 cents below, this difference being accounted for by the shortage of wheat in the United States, while in Canada the conditions were about normal.

The chart was prepared by Bruce McBean & Co., who state that the fluctuations are based on the value of May wheat, except for the months of May, June and July, when the price of October futures was taken. As a rule, the Winnipeg market to a great extent follows Chicago and Minneapolis, but at times it is a very independent affair, as a close comparison of the markets show.







Colin F. Bell, Deceased.

## Death of C. F. Bell.

Colin F. Bell, a partner of Gilchrist & Co. ever since 1858, died at his home in McGregor, Ia., Feb. 1, at the age of 82 years.

At an early age Mr. Bell was left fatherless and the care of the home farm in New York state devolved upon him and a brother. In making a success of the farm he laid the foundations for those habits of industry that distinguished him in later years. In 1854 he was married to Mary Gilchrist. Four years later he removed to McGregor, Ia., where he engaged in the grain business as a partner in the well known firm of Gilchrist & Co., and so continued until his death.

Mr. Bell was generous in his impulses, genial and companionable in his intercourse with old and young and charitable to those in need. He was active in church work as superintendent of the Sunday school, teacher and deacon. A portrait of Mr. Bell is given in the engraving here-with.

New Zealand's area under wheat this season is 257,000 acres, an increase of 26,000 acres.

Exports of beans and peas for 1904 amounted to 263,097 bus.; compared with 242,290 bus. for 1903.

Exports of foreign beans and peas for 1904 amounted to 81,395 bus.; compared with 102,000 bus. for 1903.

Broom corn exports for 1904 were valued at \$208,219; compared with \$233,795 for the corresponding period of 1903, as reported by O. P. Austin, chief of the bureau of statistics.

Exports of corn oil cake and oil-cake meal amounted to 1,069,600 pounds during Dec., 1904; compared with 476,000 pounds for Dec., 1903, as reported by O. P. Austin, chief of the bureau of statistics.

All the New England states, with New York, Pennsylvania, Delaware and California, have established state highway commissions and assist counties, towns and townships by state aid to build good roads.

The American Corn Fiber Co. has been incorporated at Dover, Del., with \$500,000 capital. The company, which is backed by Chicago capital, will deal in material for producing fiber, paper pulp and kindred products.

## SUCCESS

You know you should not make a Success in the Grain business if you had not spent years studying it and yet you attempt to trade in the options and in Stocks without knowing ALL about it.

We give up all of our time to studying the markets and market conditions. You ought to know us and our methods.

Our book Success will explain our ideas. It will cost you only the time in which to read it. Send for it today.

### Market Chart Co.,

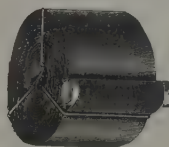
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Rubber Works, Akron, Ohio

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ANYTHING - EVERYTHING  
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### Ft. Dearborn Belting & Supply Co.

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### Conner's Belt Tightener

Stretches any belt  
to proper tension.  
Readily applied; one  
man does all the  
work. Clamps can't  
slip nor mar. No  
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time and labor saver.  
Write for full de-  
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## Supreme Court Decisions

Where a purchaser is charged with notice that an agent is only authorized to sell for cash, a sale on credit may be treated as void by the principal.—*Whitley v. James*. Supreme Court of Georgia. 49 S. E. 600.

Crops raised by the grantor on land after he makes a voluntary deed of it to his daughter-in-law, he not renting it, or pretending that he is not acting for the grantee, belong to the grantee.—*Chancellor v. Teel*. Supreme Court of Alabama. 37 South. 665.

Under the ordinance imposing a penalty on a dealer for using incorrect scales in selling commodities it is no defense that the scales got out of balance because of the pans getting mixed up after being cleaned.—*City of New York v. Biffle*. Supreme Court of New York. 91 N. Y. Supp. 737.

The placing by a carrier of a car on the team track, to be unloaded by the consignee, is not such an absolute delivery to him of the lumber therein as to cut off any future right of lien thereon of the carrier for demurrage charges because of the consignee not unloading in the time limit therefor.—*Southern Ry. Co. v. Lockwood Mfg. Co.* Supreme Court of Alabama. 37 South. 667.

Where the seller of a consignment of apples shipped to his order sent a draft attached to a bill of lading drawn on the buyer, who was insolvent, to defendant bank for collection, and, the apples proving defective, the bank, as a means of collecting the draft, accepted the buyer's draft on a third person, to whom the apples were resold, and thereupon delivered the bill of lading to the buyer to enable him to make delivery, the bank was not liable for the amount of the draft drawn by the seller, it never having been paid, but was only liable for the value of the apples at the time and place the buyer was enabled to convert the same by the bank's delivery of the bill of lading.—*Peoples Nat. Bank v. Brogden & Bryan*. Court of Civil Appeals of Texas. 84 S. W. 601.

The decision of the circuit court of Henderson County, Ky., in favor of the Henderson Elevator Co. against the Citizens Insurance Co. to recover \$1,200 insurance on grain and hay burned in its elevator at Janesville, Ill., has been reversed by the Court of Appeals of Kentucky because the lower court failed to submit the case to the jury, and a new trial will be had. The syllabus is: A fire policy providing that it may be canceled by the company by five days' notice, in which case the unearned portion of the premium shall be returned on surrender of the policy, is canceled where notice of cancellation is given, and insured agrees to cancellation, and that the unearned portion of the premium shall be applied on other policies to be issued by the insurance agents, though the policy, which has to be sent for, is not surrendered till the day after the fire, 11 days after the cancellation, and the unearned part of the premium is not returned.—81 S. W. 580.

A railroad, which serves business houses located along a spur track by delivering to them cars of freight and cars to be freighted and shipped, is a common carrier with respect to the use it makes of the track, and is, as such, bound to treat the houses located along the track without discrimination, and cannot discontinue its service as to one and continue it as to others.—*W. C. Agee & Co. v. Louisville & N. R. Co.* Supreme Court of Alabama. 37 South. 680.

A contract by which a coal company sold a quantity of coal, to be delivered during a series of months "F. O. B. cars at the mines," did not cast upon it an obligation to provide cars, but only to be ready to load the same when supplied; nor was such obligation imposed upon it by a further provision by which it guaranteed a maximum freight rate from the mines to the city to which the shipments were to be made during the time of delivery.—*Evanston Elevator & Coal Co. v. Castner*. Circuit Court, N. D. Illinois. 133 Fed. 409.

Where all shippers in the same situation at a given point on a railroad are treated alike in the matter of furnishing coal cars, the mere fact that shippers who own spur tracks are furnished cars in preference to those who do not own tracks, but require the use of the railroad's side tracks, which are needed by the railroad to conduct its general business and serve the public, is not a discrimination, within Const. art. 17, sec. 3, providing that all persons shall have an equal right to transportation on railroads, and forbidding undue or unreasonable discrimination.—*Choctaw, O. & G. Ry. Co. v. State*. Supreme Court of Arkansas. 84 S. W. 502.

In an action against a telegraph company for negligence in failing to deliver a message tendering the plaintiffs an option on cotton, it appeared that the plaintiffs had a contract for 100 bales of cotton, and bought 50 bales on one day, to fill their contract, at 9 11-16 cents a pound, and 50 bales the next at 9 3/4 cents, in ignorance of the option tendered them by telegram on 100 bales at 9 cents, which telegram was delayed in delivery. *Held*, they were entitled to recover the difference between the option price and the market price on the day the first purchase was made, in the absence of a showing that they could not have bought in the market the 100 bales on that day.—*Western Union Telegraph Co. v. L. Hirsch*. Court of Civil Appeals of Texas. 84 S. W. 394.

Occupancy, by an individual, of parts of the right of way of a railroad company obtained by condemnation proceedings, with elevators, granaries, coal sheds, and similar structures, used in carrying on his business, and by the company, as a common carrier, for convenience in handling his shipments, will not be treated as adverse or under claim of title, unless actual notice of such claim is brought home to the company, or his conduct is such as will, as a matter of law, constitute such notice. In the absence of such notice, or conduct, the erection and maintenance of such buildings without the express agreement therefor will be regarded as being with the permission, consent, or license of the company, and subject to its right to resume possession of the ground whenever necessity requires its use for railroad purposes.—*Roberts v. Sioux City & P. R. Co.* Supreme Court of Nebraska. 102 N. W. 60.

Edward Shreiner of New York was employed by John Kiskoek to sell beans by sample. The sales were made; but proved unprofitable; and Schreiner, in order to help Kiskoek get out of the contract, wrote a letter in which he admitted having made an error in making up the samples. The samples were of a better grade than the sample which was to form the basis of Kiskoek's sales. Schreiner brought suit against Kiskoek to recover commissions on the sales, stating that he had made no error and that the letter was written to aid the defendants in their endeavor to be released. On an appeal from the municipal court the Supreme Court of New York decided against the broker, and that on account of fraudulent use of samples better than those agreed on he had not earned his commission.—91 N. Y. Supp. 28.

In an action under Ky. St. 1903, sections 1955, 1956, against principals and their agents, to recover money lost at gaming, the court instructed that if defendant M. was agent for defendants A. and G. in the transaction of business in which plaintiff bought and sold stock, grain, etc., on a margin, and at the time of any such sale or purchase the delivery of the articles was not contemplated by the parties thereto or their agent, the jury should find for plaintiff as against A. & G., such amount of money as he lost in such transactions with M. while acting as agent for A. & G., if he did act as such agent. *Held*, that the instruction properly submitted the questions whether M. was agent of A. & G., and whether all the parties to the transactions understood that there was to be no delivery of the articles bought and sold.—*Paducah Commission Co. v. Boswell*. Court of Appeals of Kentucky. 83 S. W. 144.

The Grain Shippers Mutual Fire Insurance Co., of Ida Grove, Ia., was badly knocked out Jan. 13 by the Supreme Court of Iowa. A. D. Long, who was local soliciting agent for the Grain Shippers Mutual at Parkersburg, Ia., took a written application of one Younghoe for \$400 insurance. He was authorized to collect contingent fees on all policies issued by the association, and to retain a certain per cent thereof. The remainder went to the defendant. Judge Sherwin, of the Supreme Court, spoke as follows: The application was for a four-year policy, and the fee that could properly be charged therefor was \$6. Long, however, agreed with the plaintiff that a payment of \$12 should be made when the policy issued, and that no further payment should be demanded during the first year of the policy. There was a notation on the application, when it went to the appellant, that a contingent fee of \$12 had been paid. The appellant made no objection thereto, and when the policy was drawn at the company's home office the same notation was made thereon at first, but it was subsequently erased, and \$6 noted as the contingent fee paid. The \$12 was in fact paid to Long, and \$6 of the amount was actually received by the appellant. The plaintiff suffered a loss about nine months after the policy issued, and, having failed to pay an assessment of \$3 made two months prior thereto, the appellant contends that it is not liable. That the appellant had notice of the amount paid by the plaintiff to Long cannot well be questioned. In fact, it appears that it received a part of the excess fee paid. By the terms of its contract with Long, he was to receive 60 per cent of the contingent fees collected, as his commission, the balance of which

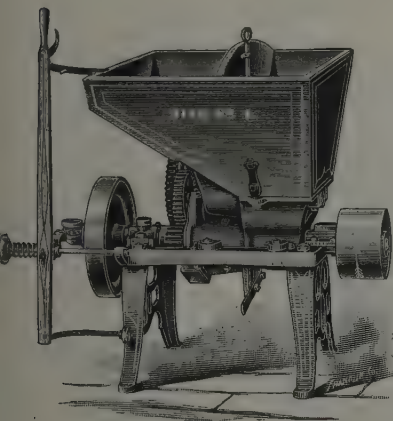


went to the appellant. Had he collected only the legitimate fee of \$6, the appellant would have received less than \$3 as its share thereof, whereas it in fact received \$6. Long, as its agent, had authority to take the application and deliver the policy, and to collect the contingent fee authorized by its charter and by-laws. In charging and collecting a contingent fee of \$12, he was acting within the apparent scope of his authority, at least; but, if this were not so, the appellant knew the amount that was in fact paid, and, by accepting the application and issuing the policy, it ratified Long's act, and cannot now be permitted to say that it was beyond the scope of his power as its agent. While the plaintiff was bound to pay the assessments provided for by the terms of his policy, there was no inhibition on the advance payment thereof; and we apprehend that the deposit with appellant of a sufficient sum of money to meet future assessments would not be illegal, and that, while the association had sufficient funds in its hands to cover an assessment, no forfeiture of the policy could be declared because of a failure to pay such assessment.—Youngehoe v. Grain Shippers Mutual Fire Insurance Co. of Ida Grove, Ia. Supreme Court of Iowa. 102 N. W. 139.

## Mills for Medium Power.

We show herewith cut of one of the medium sizes of the Bowsher Feed Mills; the ones with the conical shape grinders, which do the work close to the center of the shaft. This shape and the peculiar dress of the grinders makes the Bowsher mill a very light running and an especially good mill for the grinding of ear corn. All of the Bowsher mills, however, are adapted to the grinding of small grain alone, and the makers claim them to be the best *all around* feed mills in the market.

The Bowsher line embraces mills from 2 to 25 h. p. The size shown in the cut may be run with 6 to 8 h. p., which makes it an especially popular size with grain elevators, feed stores, and other industries allied with the grain and milling business, but having only light powers for the operation of machinery. Hundreds of these mills are in use driven by 6 to 8 h. p. gasoline engines and similar size electric motors.



Medium Size Bowsher Mill.

## Screenings

J. M. Drysdale of Rosario will erect a large grain elevator at San Lorenzo, Argentina.

It is not too late, even yet, to make a New Year's resolution, if you can think of a good one.

July wheat touched \$1.00 Jan. 10, but was immediately marked down to 99 cents to please bargain hunters.

Russian official reports are that the condition of the winter grain crops now in the ground is not satisfactory.

"Talkin' 'bout prosperity," said Uncle Eben, "dar ain' no kind dat beats a clear conscience, an' a good appetite."—Washington Star.

The American Malting Co. has elected Chas. A. Stadler pres., John G. Jenkins, vice pres., John C. McCane secy., and Louis L. Stanton, treas.

Your word can never be as good as your bond, because your memory can never be as trustworthy as your honor. From "Man and Superman."

Malt exports during the 11 months prior to Dec. 1 amounted to 440,809 bus.; compared with 336,540 bus. for the same months of the preceding year.

More men are maimed for life by corn shredders in this section of the country each year than are hurt to the same degree by railroads.—Dr. Chas. McCarthy, Madison, Wis.

The rice imports of the Philippine Islands for the 7 months prior to Aug. 1 amounted to 363,047,738 pounds; compared with 395,804,083 pounds during the same months of 1903.

Consumers, represented by millers, will buy about 10,000,000 bus. of wheat weekly. This absorption of about 130,000,000 bus. between Mar. 1 and May 31, should have an important effect in sustaining present high prices.

The Berlin law courts have recently decided against the claimant in an action to recover 5 cents, the value of a stamp sent to cover postage for reply to a letter. The courts held that the stamp was the legal property of the receiver.

Exports of rice products during 1904 were 14,816,041 pounds of rice and 31,254,679 pounds of rice, bran meal and polish; compared with 971,965 pounds of rice and 21,278,548 pounds of rice bran, meal and polish, during the preceding year.

Refunding calls is the latest method invented to encourage trading in privileges in New York. They are calls sold with a guarantee that if the wheat is not called the money is refunded. This is a special inducement for the trade to buy them.—Chicago Inter Ocean.

Imports of rice and rice products during the 12 months of 1904 were 61,637,097 pounds of rice and 74,951,065 pounds of rice flour and meal and broken rice; compared with 88,671,901 pounds of rice and 89,132,846 pounds of rice flour and meal and broken rice in 1903.

Detroit Bucket-Shop Busted Yesterday. Next? It had numerous branches. There are others. Toledo has five, against only one a few months ago. The cancer spreads. Chicago Board of Trade is waiting for a United States Supreme Court Decision. Better push it along.—C. A. King & Co.

**The F. R. MORRIS GRAIN DRIERS** stand at the head for perfect work. Do not install a high priced grain drier without investigating. Any capacity from 1,000 to 10,000 bushels per day to suit requirements can be furnished. A thorough investigation will convince anyone that the MORRIS DRIER is the only drier that will dry grain without injuring its natural luster or hurting the fiber of the kernel, thereby causing it to break up in handling. This one fact alone demonstrates its superiority over all others.

The conditioners and coolers for grain getting slightly out of condition are a great addition to any elevator and where the moisture is not too great but where a large amount of excess moisture is present then the drier must be used. Do not delay until you have lost grain enough by deterioration to pay for a drier but make up your mind and order at once. Address, F. R. MORRIS, Milwaukee, Wis.

## Grain Purifying

When properly done is the most profitable work in the elevator, and costs very little.

Must, Smut and Mold Odors, Water and Climatic Stains Removed, leaving grain clean in appearance and with natural aroma.

Every elevator is interested in this work, and you should write us by next mail for description and grain samples of work. Address

## Caldwell & Barr

EARL PARK, INDIANA

## No Freezing

Water will not freeze in the water jacket of your gasoline engine or in the supply tank if you use

## Calcium Chloride

Just dissolve it in the water, that's all. It does the rest.

Will not rust or corrode the tank or engine jacket. It is an antiseptic, has no odor, will not evaporate or form sediment of any kind.

A good thing to put in water barrel or fire pails. Keeps the water from evaporating. We can supply it promptly in any quantity at lowest prices.

Write for our booklet "A Little Light on our Calcium Chloride".

James H. Rhodes & Co.,  
117 E. Kinzie St., - - Chicago, Ill.

[FREE: A special hydrometer for testing and regulating the strength of the solution, given free with each order.]





## Grain Carriers

It's a clever clerk that can keep up-to-date on the cut grain rates.

The Kansas City Southern has made a 10-cent rate on corn to Texarkana.

The Canadian Pacific Ry. is said to contemplate the purchase of lake freight steamers.

The Esch-Townsend bill passed the house Feb. 10 by the overwhelming vote of 326 to 17.

Springfield and Carthage, Mo., are on the line being built by the Missouri Pacific into Arkansas.

Some of the western legislatures contemplate reducing local rates on grain to the basis of thru rates.

The Canadian Northern is to be completed to Edmonton, N. W. T., in time to move the next season's wheat crop.

The Chicago & Northwestern made a reduced rate Feb. 15 of 9 cents per 100 pounds on grain from points in Iowa to Chicago.

Louisville lines want a readjustment of southeastern grain rates. They object to the Frisco's reduction of the rate thru Memphis.

Contracts have been let for building 52 miles of the Duluth, St. Cloud, Glencoe & Mankato road from Mankota to Albert Lea, Minn.

Geo. B. French, freight agent of the Chicago, Milwaukee & St. Paul R. R., is investigating the grain handling facilities of New Orleans.

Construction will begin soon on the new line of the Canadian Pacific Ry. between Wolsley and Reston, in the grain country of southeastern Assiniboia.

Cumberland River traffic experienced a sudden boom Feb. 11, when 10 barges, with 150 carloads of grain, floated into Carthage, Tenn., the largest single river shipment of freight that has been handled on the upper Cumberland for 10 years.

*Uncle Sam Would Like the Job.*



Teddy: Well, anyhow, my uncle kin lick yer whole family.

From Minneapolis Journal.

*Another Measure Waiting, Mr. Senate.*



In Taking Revenge on Roosevelt the "Courageous Senate" is careful to pick an Easy Mark.

In its otherwise comprehensive report to Congress the Merchant Marine Commission has failed to mention that foreign countries, such as Great Britain and Germany, permit the purchase of foreign-built ships by citizens to be sailed under the flag on equal terms with domestic-built tonnage. Are American shipbuilders behind the proposed subsidy?

The Missouri Pacific is responsible for this grain rate war by putting in tariffs the like of which never were seen, and which no one could understand. It is positively untrue that the Illinois Central departed from the published tariffs or manipulated the rates by taking care of or absorbing the elevator charges for the Harris, Scotten Co.—J. T. Harahan.

Representatives of commercial exchanges and the eastern railroads held a meeting in the Produce Exchange, at New York, Feb. 9, at the call of Pres. Hebert, to take steps to strengthen the trunk lines in the contest with the gulf roads. The following resolutions were adopted: Resolved, that this convention, composed of a large and prominent representation from Chicago, Milwaukee, Toledo, Detroit, Buffalo, Boston, New York, Philadelphia and Baltimore, does hereby express its appreciation of the timely action of these railroad companies and takes this method of assuring them that the many important interests herein represented have confidence in their ability to meet this competition and heartily endorse their present attitude and hereby pledge their united support. Resolved, that the several Western and Eastern roads be earnestly urged to continue to protect the large interests that are dependent upon them for the maintenance and continuance of the many different lines of business and traffic involved, until an agreement is arrived at that will restore and in the future preserve to the Middle Western and Eastern markets the business that they have established and are entitled to, and which is now being so seriously menaced by unjust discrimination. Resolved, that one member from each commercial body here represented be appointed on a standing committee charged with the duty of agitating this question, and, in conference with the railroad companies, further the interests for which this meeting is called.

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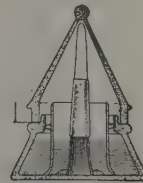
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## Speculation—Gambling.

(From an address by L. W. Bodman, Chicago.)

I am asked to talk on speculation, and, incidentally, to draw a line, or attempt to draw one, between it and gambling.

The terms are used interchangeably. Tried by the highest standards of rendering a full and exact equivalent for everything received, it would be hard to pick out an active business entirely without fault.

But there is a difference between them. Every investment of whatever character or nature is subject to fluctuations. It is essential to business stability that these fluctuations be within a limited range. The province of the speculator primarily is to limit these changes.

When values through certain conditions tend to fall off sharply, the speculator who has studied these conditions, and feels that values are there and only needs patience to realize upon them, buys the property and checks the decline.

The reverse is true when people, crazed by success, buy everything in sight without reason, thought or judgment. Hence, the intelligent speculator acts as a governor of an engine. His operations tend to regulate the sudden changes that come to all business. He is a necessity to the community. He takes risks. Some of them are hazardous. They perhaps bankrupt him. But they are not, therefore, immoral.

Now the wrong in gambling does not lie in taking risks. The harm lies in the tendency to eliminate all foresight, reason, judgment and conditions, and to place implicit trust in the God of Blind Chance. One cannot honestly regulate the turning of sixes in dice, nor the four of a kind in cards. The chances of the Sicilian God of Good Luck will in some way favor him is always to the gambler a pleasurable excitement, and he is led to continue risks and further plunges that in the end are thoroughly demoralizing in their nature.

The immoral speculator is a man who, without knowledge, reason or study, bets on the turn of the market. He relies fully upon chance. Makes of it a pure gambling transaction, and is governed by no rules. This is his error. There is no royal road to success in any business. Judgment, courage, prudence, careful study, caution, and the knowledge when to strike and strike hard and when to retire, and do it promptly, are all necessary for the speculator. And when he eliminates these, the same operation is resolved into a gambling deal.

So that clearly defined speculation is a venture based on reason, judgment, calculation and a careful study of conditions. Gambling, a venture based on absolute chance. The law makes this distinction, for it sanctions one, while it condemns the other.

Sometimes words need to be detached from pernicious meanings that long custom has fastened upon them. They attach themselves and are a hindrance to their right understanding. Speculation as applied to Board of Trade transactions is not gambling. The average reader means little else than gambling. We have by long usage fastened on a word a meaning that does not belong to it, a meaning that no dictionary ever gave it, and a meaning that carries with it the odor of much that is unlawful.

A speculator is defined, according to the Standard Dictionary, as one who keeps watch, an onlooker. Hence, one who forms observations. And a speculation is a process of thinking, not from something given as a subject, but from intuitive principles furnished by the mind itself. A hypothesis not yet proved by observation or experiment. Again, in commercial affairs, a more or less risky investment of money in expectation of considerable gain. Now, with some such reasoning before us, let us look into speculation as a fine art.

The Chicago Board of Trade is properly known as the Great Speculative Center of the West. The public, however, in its criticisms of our methods, loses sight of the immense cash business that lies back of the speculations and makes it possible to trade safely. They know but little and pay but little attention to stocks in store, visible supply, amount in country stores, estimated supply in farmers' hands, world's shipments to Europe, and on passage, world's weekly requirements, Russian clearances, Argentine exportable surplus, farmers' deliveries in England, American clearances or crop estimates for France. And yet these all, and many other items, enter into the question of a day's price. The ability to boil these conditions down and draw from them valuable ideas as to

the future price of grain, and then act upon the conclusions reached, is one branch of the so-called speculation on the Board of Trade.

Fifty years ago, before the telegraph was a daily necessity, as now, and before countries were brought close together, each continent was a world by itself insofar as the grain trade was concerned, and there did not exist the necessity of figuring on the world's supply as we do to-day. But when we come to think that last year 300 millions of bushels of grain passed through Chicago, when we come to reflect that the stocks afloat for Europe sometimes increase or decrease ten million bushels in one week, and that at times there are 175 millions headed for England, the Continent, and the Far East, from the surplus producing countries of the world, it takes scientific work in order to make up our minds how these supplies are going to affect the price, not only in Chicago, but in Liverpool, Lisbon, Rosario, Antwerp, and Panama, and now it is safe to trade in an article that is raised in every country in the world, under the arctic circle and under the equator, a commodity that is harvested every month of the year and is eaten by every nation on the face of the earth.

If there were no trading, except for cash, and if there were no way of insuring the price paid for grain, the transportation would become such a hazardous business that few would dare to engage in it. This has led to a kind of buying and selling in the different grain markets, known as hedging, and that in its beneficent results has far-reaching as any that have had their inception in our modern methods of business.

Fifty years ago a vessel would arrive in New York and representatives from all the grain houses would be at the dock for the latest news from European markets. The price of wheat would be immediately marked up or down fifteen or twenty cents a bushel, as the case might be. There was no insuring one's profits. They might be large. The losses might be even more severe. Few had the nerve to take the risk. There might be famine prices in one country, while in another the golden grain might not bring the cost of transportation to market.

In our own country forty-five years ago a large movement from first hands would make the grain almost unsalable, and the farmers would lose in a short time the entire summer's work, in the decline in price.

From this has grown a system of selling for future delivery, and to-day such fluctuations as one saw forty years ago are unknown, except in times of money panics or unforeseen troubles.

The outsider looking upon the Board of Trade during an active session sees so little in it to understand, so little method in this excitement and activity, that he at once jumps to the conclusion that calm judgment holds no place, and that it is nothing but the chance of the dice. Neither can I understand how a telegram can be thrown to the winds out on the lake front and picked up within the Fair Grounds in St. Louis. So far as my knowledge or reason goes it is a thing utterly of chance. But back of all that place, and there it is, been years of patient toil and there are at work certain laws which, when properly understood and when properly applied, mean certain results.

So with our trading on the Board. A large proportion means thought, the result of figures boiled down, a comparison of conditions, a study of a price, a problem based on a hundred facts and the compiling of statistics from every country on the globe, all of which to the casual observer is behind the scenes.

A grain dealer in Liverpool cables to a correspondent in the Argentine making an offer for a cargo of wheat. It is accepted. In the ordinary course of events it may take two months for that cargo to be loaded, reach Liverpool and be sold. Meantime conditions change, and the cargo might be worth \$10,000 less on its arrival than when it was bought. This risk the Liverpool man cannot undertake to accept. But the price in the price in Liverpool, Rosario and Chicago will under ordinary conditions keep at a certain parity, and he therefore cables to Chicago and sells an equal amount of some future, knowing well from his study of the market that if money is lost in a vessel cargo en route, an equal amount will be made on his Chicago sale, and the price in Liverpool. These cargoes are always headed towards Europe. Twenty, forty, fifty millions will be en route, and the ability to hedge them by trades for equal amounts in some of the speculative markets makes the business a safe one, when under any,

other circumstances it could not be engaged in for a moment.

The reverse works as well. We will during the export season sell cargoes of grain to England, Spain, Germany and France. These cargoes are sold for shipment, three, six, nine, ten months ahead. In selling them we have not the grain on hand. Possibly the grain to make the crop is not yet sown. We cannot buy the actual grain for cash, nor could we afford to carry it if we could buy it. But we offer it to our European customers, basing the price on time of delivery required, and if the offer is accepted we can buy grain for future delivery in our market to meet the sale—a future that will in time bring the actual goods.

Were it not for this constant trading that is kept up and is going on every business day of the year, the crops of the world could never be moved. It is a modern necessity of business, and we could no more go back to the ways of our grandfathers than Chicago could go back to its system of water-works in 1850.

We do not realize, unless engaged in the actual business, how this trading in futures serves to govern and check severe breaks or severe advances along all lines of commodities in which we traffic. Take the price of any one of our grains as an example. This year the crop may be small. It is all wanted, and more. Prices advance. Now, with speculation eliminated and only present scarcity considered, prices might go to an almost prohibitive figure. But with speculation as a factor, prices are steadied, consumption is increased, business is rendered safer, and the benefits are to the consumers and producers alike.

Compare the prices of the present day with those before the development of speculative activity, and we find the margin paid producers and consumers very much wider than at the present time. In the early seventies the commercial column of the New York papers would have something like this: 1. No. 2 Red wheat 75 bid, 85 asked. The trade did not get together. To-day we read: "May wheat closed 109 bid, 109½ asked." This is the effect of legitimate speculation, studying conditions, anticipating movements, taking fair risk.

Do not understand me as arguing that because all these conditions are carefully and thoroughly studied out that the speculator's profits are assured. Nothing is further from the truth. His surveys do not always close. His logarithms are too often in error, and his plans drawn with such consummate skill get beautifully sidetracked just as in any modern business.

It is said of John D. Rockefeller he may not remember a year back, but that he can see fifty years ahead. This ability of certain minds to forget the past and look only to the future sometimes makes a man wonderfully successful. You may call it what you will,—foresight, or ability to judge from present conditions what conditions will be a month or a year hence, or you may call it speculation. It is all the same. And one reason why one man is a millionaire to-day and another is treading in the same path he trod forty years ago, is the fact that the one has a faculty to forecast the future from present conditions and take the profit, or the other has not that faculty. The speculative lobe of his brain is lacking, and he is satisfied with a certainty.

I would not, however, minimize the great evil in speculation that allies it to gambling. The world is full of men who are ready to get something for nothing, and the nature of speculation tends to draw men of this character into it. They see others getting rich by what appears to them to be short cuts. They see the market advancing sharply, and they figure that had they bought at such a time and sold at another time, a year's income they have been secured in a few days. Therefore they are inclined to take a chance possibly with borrowed capital. It is a chance with him pure and simple. It is not the result of study. He has put no brain effort into the scheme. He studies nothing and he generally loses. As a result there is in the ordinary speculative trade of this country a much of this hazzard method, so much of it that there is no prudence, in short, so much of it that is gambling, that we do not wonder that men look upon the whole scheme as that allied to the race track and the roulette table. This same lack of prudence and loss of reason, when helped by by love of ease, of laziness, of idleness, of idleness is overcome, losses increased, and what is of far more importance, there is a loss of comfort and self-respect that is hard to get back. Too much of our commercial speculation is in this way analogous to gambling. The fault, however, is with ourselves



rather than with the system. We are given reasoning faculties. We are given logical minds. God has endowed our heads, hearts and hands with wonderful powers. We can work out our own salvation or our own destruction, and we will learn, if we do not know now, that God will not interfere to draw us out of the fire if we do nothing ourselves to avoid the flames. Speculation rightly considered, rightly entered into, rightly carried out, is the ally to industrial progress—such speculation as the building of railroads through a new country, taking risks in all sorts of industrial developments. There is a hazzard and a tremendous one, and the failure of so many schemes attest the fact that the wisest of minds cannot always foresee the result. But the principles must not be condemned, though men are ruined and capital sunk forever.

The extent of the evil where speculation has come to mean mere gambling chances has become so great that legislatures have been from time to time invoked to prohibit all contracts for future delivery of all things that a man does not actually possess. But it is hard to distinguish between what is good and what is bad, and a legislative act could not draw the line. They have attempted it, but it has always proved disastrous.

Concerning manipulation and corners in grain I have no defense to make. They are wrong in essence. The effect is to drag down the law of supply and demand, to create artificial demand, and so demand an artificial price. They are seldom successful, and they should be discouraged at all times, for in all business it is well to consider that we must be governed by the highest sense of commercial ethics, and if we are not willing to be controlled by such an impulse, we must expect to be controlled by someone else. A speculative faculty, an ability to forecast the future from present conditions, carries with it a tremendous responsibility. It really involves a public trust. No man liveth to himself, and no man dieth to himself, and to each one is given the talents of silver that he may increase them.

Like all our privileges, speculation is abused. It has been used for the lowest and coarsest motives. Corners have been run to make the world feel our power and satisfy our thirst for mastery. Minds capable of the highest things have been used only to satisfy selfish ends, regardless of the rights of others. This is the sunny side, but we will not condemn a system that has done so much for the world and has helped on so mightily the industrial progress of the last fifty years.

Speculation is here to stay. It enters into every department of trade. It has its place in every line of business. In its proper scope it is a wonderful help and makes possible developments that could not without it be undertaken. Handled without intelligence, it becomes our enemy, hard, implacable and destructive to our better nature.

An international bureau of agriculture is advocated by the king of Italy.

The late rise in wheat was met by heavy profit-taking sales by the bull interest to the short sellers, who covered when the May price got into new ground.

Buckwheat exports for the 12 months of 1904 were 175,028 bus.; compared with 31,702 bus. for 1903, as reported by O. P. Austin, chief of the bureau of statistics.

Senator Hansbrough's amendment against the wheat drawback, which was adopted by the senate, was refused by the house, and subsequently withdrawn by the senate.

Hay imports during the 12 months prior to Jan. 1 amounted to 75,419 tons; compared with 260,372 tons for 1903, as reported by O. P. Austin, chief of the bureau of statistics.

Absence of outside trade in the May option robs the advance of the wild excitement usually attending the making of new high records. The market that was so active and excited at \$1.00 is actually dull at \$1.20.

## Supply Trade

The Bowles Automatic Grain Scale Co., of Springfield, O., is erecting a new factory building.

F. J. Prome, of Shiloh, O., has secured quarters at Galion, O., for a plant to manufacture an improved grain cleaning machine.

E. Lee Heidenreich, elevator builder, of Chicago, Ill., has filed a voluntary petition in bankruptcy, giving his liabilities as more than \$34,000.

The York Foundry & Engine Works of York, Neb., have taken the sole Nebraska agency for the engines and boilers made by the Frost Mfg. Co.

The Younglove Construction Co., of Mason City, Ia., in its 1905 catalog, recently issued, gives a few valuable hints to prospective builders of elevators.

C. A. Lowe, elevator builder, of Enid, Okla., has been succeeded by W. E. Stark, who has been his right-hand man for years, and will continue with headquarters at Enid.

Sprout, Waldron & Co., of Muncy, Pa., have established a branch office at 27 Corn Exchange, Minneapolis, Minn., in charge of C. H. Mohr, for the sale of feed mills and other machinery.

"A field requireth three things; fair, weather, good seed and a good husbandman."—*Old Proverb*. And a paying advertisement requires a good article, good copy and the right medium.

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From present indications more new terminal elevators will be erected during 1905 than for many years past. All of the leading elevator builders are busy getting out plans for new plants and still more work is coming to light every day. It is but natural that with such a rush of work building material and labor will rise in price, and those contractors who do not take cognizance of this probable advance are likely to build some elevators at a loss.

The Sidney Elevator Mfg. Co., of Sidney, O., has issued a 20-page catalog, G, illustrating and describing the New Era Passenger Elevator, the hand-power passenger and freight Combination Elevator, two styles of hand elevators, dumb waiters, and the Sidney Perfection Power Freight Elevator. The New Era Passenger Elevator is designed especially for grain elevators; and no one operating an elevator should fail to read this catalog, copies of which will be sent to readers of the Grain Dealers Journal on request.

"Say, do you want to get next to a scheme for making money fast?" "Sure, I do." "Glue it to the floor."—Goodall's Farmer.

Chas. England of Baltimore and John B. Daish of Washington represented the National Hay Assn. as delegates to the American Forestry Congress.

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No. 33. Wheat, Clover, Peas and Potato Values, 30 cts. to \$1.59 per bushel and reducing any weight to bushels of 60 pounds. Bound in manila. Price, \$2.00.

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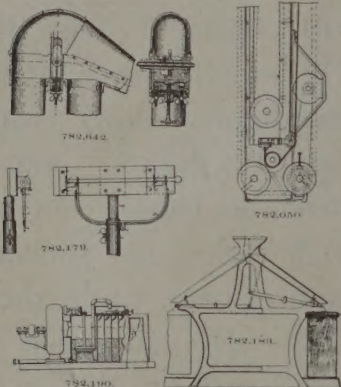
## Patents Granted

Gas Engine. No. 782,205. Samuel J. Webb, Minden, La.

Internal Combustion Motor. No. 781,923. Adolf Vogt, West Norwood, Eng.

Gas or Fuel Engine. No. 781,921. Elihu Thomson, Swampscott, Mass., assignor to General Electric Co.

Valve Gear for Explosive Engines. No. 781,802. Wm. Barber, Brooklyn, N. Y., assignor to Ada S. Barber, Brooklyn.



Gas Engine. No. 781,751. Elliott J. Stoddard, Detroit, Mich., assignor to the Free Piston Gas Engine Co., Detroit.

Carbureter for Hydrocarbon Engines. No. 781,936. Jas. J. Cook, Jersey City, N. J., assignor to Cook Kerosene Carburetor Co. of New Jersey.

Dust Collector. No. 782,190. (see cut) A. A. Clough, Denver, Colo. The dust-laden air is blown thru a series of screens in a tank. Water percolates over the screens to catch the dust.

Bag Holder. No. 782,197. (see cut) Leon Sarr, Ceylon, O. The bag-holding loop has its ends pivoted and slidable on a rod attached to lugs which may be raised or lowered. To the first loop is pivoted a clamping loop.

Grain Elevator and Weigher. No. 782,642. (see cut) Chester Bradford, Indianapolis, Ind. Centrally positioned in the elevator head is a chamber to receive the bearing for the sprocket wheel shaft, which is raised by means of screws to tighten the elevator chain.

Telescopic Conveyor. No. 782,050. (see cut) David D. D. Plunkett, Bitterne, Eng. The conveyor is portable and comprises a main frame, a telescopic frame, an endless belt conveyor kept in tension, a hopper to feed the belt and a winch gear and endless rope for extending and contracting the telescopic frame.

Machine for Bagging and Weighing Grain. No. 782,183. (see cut) Jas. B. Williams, Minden, La., assignor to Williams Bros. & Snider, Minden. From the hopper 2 spouts lead to the 2 bag holders, which are pivoted on 2 scale beams the tilting of which open and close the main valve at the bottom of the hopper and the 2 auxiliary valves in the spouts, so that the bags are filled alternately.

## Books Received

SALT WATER LIMITS OF WILD RICE is the subject of Bulletin No. 72 of the Bureau of Plant Industry, in which Carl S. Scofield records his surveys of wild rice localities on the Atlantic Coast. It was found that wild rice will not grow in water containing more than 0.03 of the normal solution of salt. When water is appreciably salty to the taste it is too salty for the successful growth of this plant.

KANSAS STATE BOARD OF AGRICULTURE 14th Biennial Report.—We are indebted to F. D. Coburn, secy., for a copy of the 14th biennial report of the Kansas State Board of Agriculture, containing chapters on general agriculture, potato production, modern dairying, railroads and agriculture, live stock, sugar beets, the home makers' realm, making roads, statistics of counties, crop and live stock statistics for 1903 and 1904. The two-year period to which this report relates has been for Kansas a prosperous one agriculturally, as well as otherwise, says Secretary Coburn in his introductory. Statistics prove that the varied resources of Kansas are being enlarged and developed year by year, and at the same time, unmistakably, that the limits of profitable tillage are as steadily being pushed westward off the map. In 1903, eclipsing her former unparalleled productions, Kansas raised a record-breaking wheat crop of over 94,000,000 bus. In matter and make-up this volume, with 1,044 pages and 175 illustrations, ranks well forward with publications issued elsewhere to promote the agricultural interests of other sections.

DAS VERSUCHS-KORNHAUS und seine Wissenschaftlichen Arbeiten (The Experiment Elevator and its Scientific Work), by Dr. J. F. Hoffman, manager of the Experiment Elevator, is a valuable contribution to our knowledge of grain storage methods. Dr. Hoffman is very well equipped to conduct his experiments on a commercial scale, having at his disposal a 7 or 8-story grain elevator with bins of different materials, steam power plant, electrical installation, cleaning and drying machinery, railroad side track and marine leg to canal boats, the whole plant having been erected at great cost solely for scientific purposes with the thoroughness for which the Germans are noted. The book contains a number of treatises on important practical questions dealing minutely with the protection and treatment of grain in elevator; also a wealth of scientific researches on the influences of various factors on the value of grain. The drying of grain and its favorable influences, the grain pests, spontaneous heating, methods and apparatus for estimating the water contents are the principal subjects. The compilation of so many interesting results of scientific research and observation in a field that has been heretofore but scantily worked, ought to be of the greatest interest to farmers, grain dealers, millers, malsters and brewers. Illustrated, 593 pages. Published by the Versuchs-Kornhaus, Berlin N. W. 40. Price, 12 marks.

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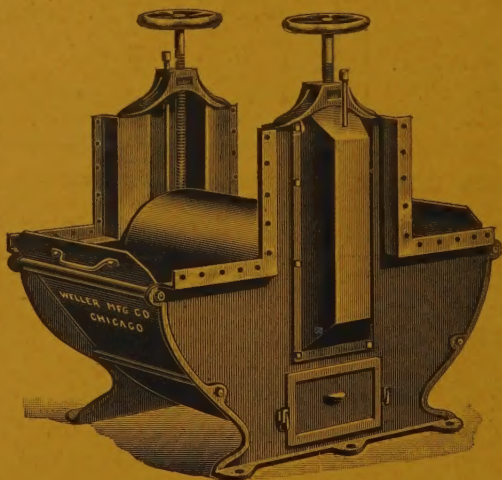
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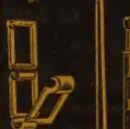


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